NO NEED TO EXPERIMENT

The reputation of the Samson Axe is your guarantee.

It is made with one idea only—the maximum of satisfactory service.

It is produced without reference to the price situation.

We aim simply to offer an axe that will give the longest and most satisfactory service.

H. HOWLAND, SONS & CO., LIMITED
TORONTO

SAMSON
AXES

UNIVERSAL
ELECTRIC HEATING PAD

The Trade Mark known
UNIVERSAL
in Every Home

FOR THE PATIENT AT HOME

FOR SEVERE ILLNESS

Universal Electric Heating Pad No. 9940

In the Race for Business Don't Get Left at the Post

Somebody in your territory is going to sell many UNIVERSAL Heating Pads during the next few months. Will you be that Somebody? There is more sickness in winter than at any other time. There is greater need of UNIVERSAL Heating Pads. Every home needs one—every hospital and public institution needs many. Don't let a competitor who handles an inferior line breeze by you and get the orders. Sell UNIVERSAL Pads and you'll set a pace in the business race that he cannot follow.

Canadian Representative:

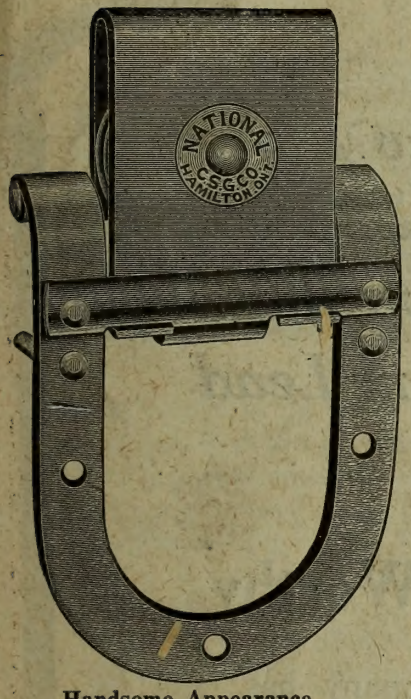
A. MACFARLANE & CO., LTD., Montreal, Quebec

LANDERS, FRARY & CLARK

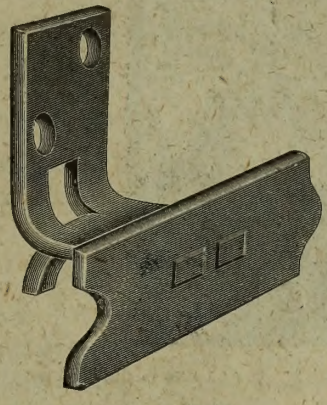
New Britain - - Connecticut

"National"

Distinguished by its Rapid Sale

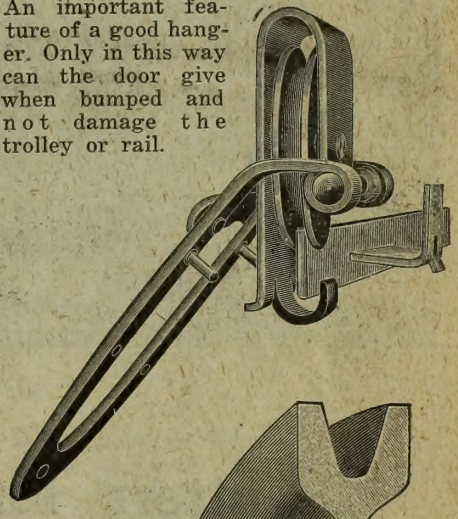


Handsome Appearance



Braced Rail
1¼ x 3/16 inches. Made in lengths of 4, 6, 8 and 10 feet. Weight per 100 feet—100 lbs.

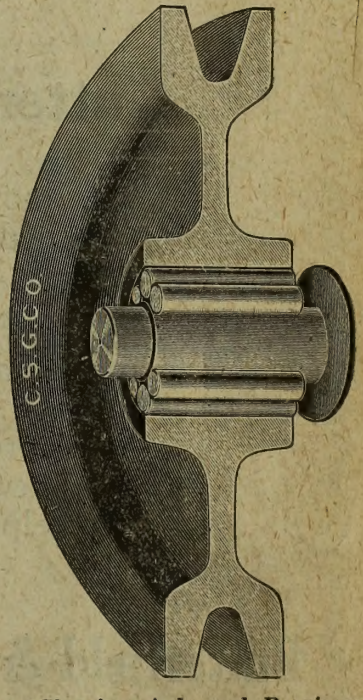
Flexibility
An important feature of a good hanger. Only in this way can the door give when bumped and not damage the trolley or rail.



A Flexible Door Hanger With a Braced Rail

The "National" Flexible Door Hanger pleases customers at once—"goes right to the spot" because it was designed to meet the findings of a careful investigation into dealer's and consumers' needs. It cannot jump the track, is easily attached, and far more than satisfactory in use.

Packed one pair in a box with all bolts. Weight, per dozen pairs, 88 pounds.

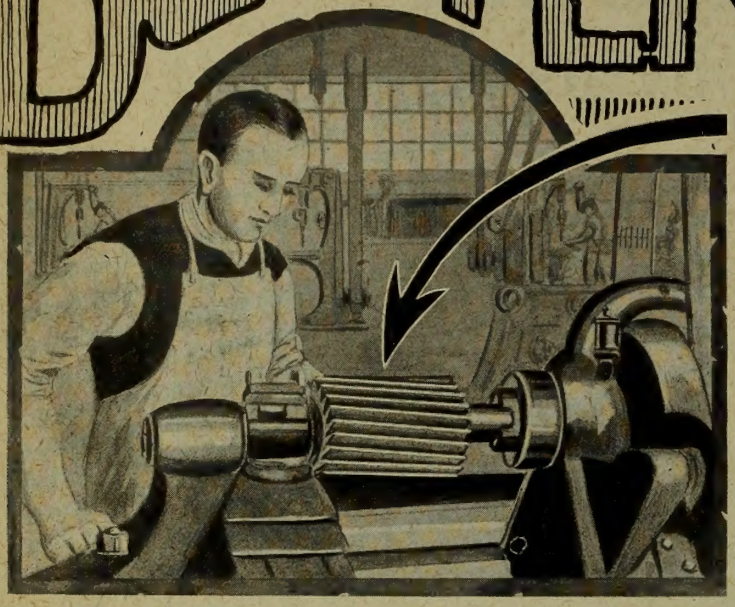


Showing Axle and Bearings
Anti-friction steel roller bearings. Easy running; a minimum of wear.

The Canada Steel Goods Co., Limited

Hamilton, Canada

BUTTERFIELD



Accuracy And Speed Have Made Them Lead

Cutters That Have Proved Worthy

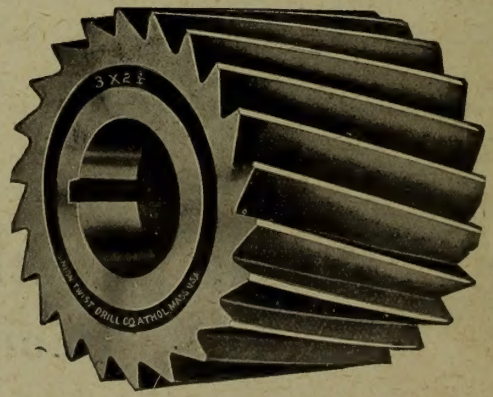
For more than 35 years the Butterfield Company has searched, experimented and "kept tab" on tools in use with the sole idea of improving the tools if possible.

35 years' contact with the mechanical field and its requirements has given much opportunity to meet changed conditions in the shops and plants. Butterfield tools have ever been abreast of the times and Butterfield policies to the trade are likewise in keeping with highest standards—generous and helpful to the dealer.

Butterfield & Company, Inc.

Rock Island

Quebec

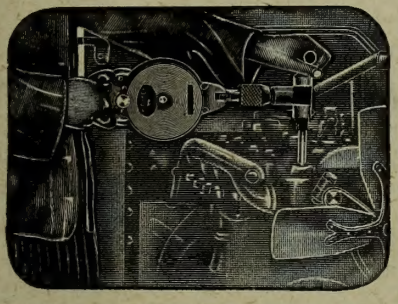


Efficient GARAGE Equipment

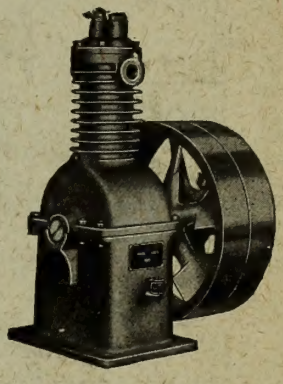
Line up with us on—

Temco Garage Outfits

Curtis Garage Air Compressors

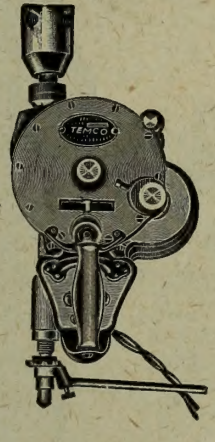


They mean increased efficiency and satisfied customers who stay with you and recommend you. Equipment of this kind distinguishes your plant from its fellows with all discerning motorists.



TEMCO outfits do away with hand work. Hundreds of automobile repair men declare them the most essential part of their shop equipment. Once in use the Temco outfit is indispensable.

It consists of the Temco Model B Portable Electric Drill with the Emery Wheel and Valve Grinding Attachments and comes with cord and attachment plug, ready for use.



A single control switch, right near the handle, starts, stops and reverses the motor at any time.

THE MOTOR RUNS FORWARD OR REVERSES INSTANTLY.

THE VALVE GRINDER ATTACHMENT engages in the drill chuck and works with an oscillating movement.

"Curtis Air---Free from Oil"

The Curtis is the only compressor whose design and construction gives a guarantee for pure air—that is, air free from oil.

Note these exclusive Curtis Features:

1. Controlled-splash, self-oiling system. No excess oil in cylinder, no external leakage nor waste of oil, no oil gets into the tires. Enclosed crank case keeps out dust.
2. Uses about one-tenth of the oil used by any competing machine; saving in oil alone soon pays price of machine.
3. High and low level oil-filling gauge, so you can tell at a glance the amount of oil in the crank-case.
4. Fan flywheel cools cylinder; increases capacity.
5. Inspectable valves, light weight, large area.
6. Valves cannot drop into cylinder and wreck machine.
7. Hand Unloader permits starting compressor against full tank pressure without burning out motor, blowing fuses or burning or jumping of belt.
8. Drop forged crankshaft. Adjustable, renewable non-cutting die cast bearings.
9. Head removable without breaking or bending any pipe connection or pipe fittings; only one gasket.

THE EMERY WHEEL attaches on the side of the drill and requires but a few seconds to adjust.

THE WEIGHT of the Model B Drill is equally divided between the two handles, giving perfect balance.

Write our nearest house for prices and other information.

Northern Electric Company

LIMITED

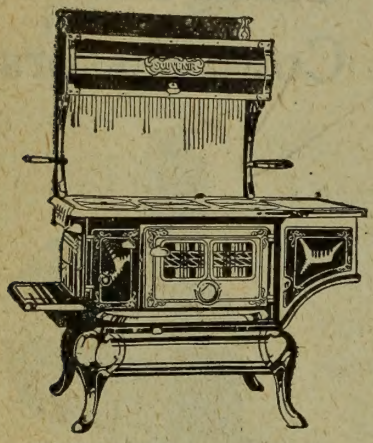
Montreal
Halifax
Quebec

Ottawa
Toronto
London

Winnipeg
Regina

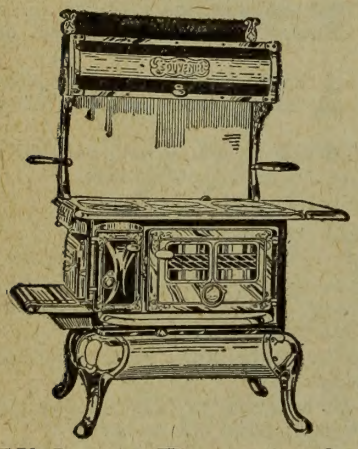
Edmonton
Calgary
Vancouver

Souvenir Ranges and New Idea Furnaces



With Reservoir

The above Souvenir Range is of a new and pleasing pattern. Is a perfect baker — has a glass oven door enabling the user to see the baking in operation. Thermometer tells oven heat at all times. Finished with white enamel, pipe up the back. Has a water reservoir.
This Range can had with or without warming closet.



Without Reservo ir

This Souvenir Range will give continuous satisfactory service to its owner. A range that can be depended on all the time for even heating and consistent baking.
This range is a popular seller and is moderately priced so as to be within the reach of all.

Favorites for 75 years with Dealer and Consumer.

Merchants handling stoves and furnaces select their stock with certain facts in view. They want to please customers, to sell a guaranteed article and to be assured a good profit on the transaction.

Our stoves and ranges are easy to sell. They are the result of years devoted to perfecting them scientifically. You can honestly acclaim their superior qualities to your customers. Souvenir Stoves and New Idea Furnaces are economical with fuel and their heating qualities fill every demand. The deep ash pit and duplex grates of the furnace make it easy to operate and keep clean. The stoves are compact and attractive, with nickel trimmings, daylight ovens with thermometers attached, and are perfect cookers and bakers.

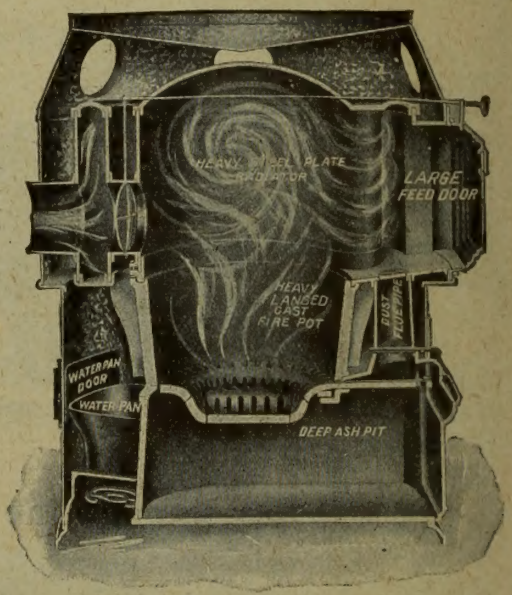
Dealers with shrewd, sound judgment appreciate the merits of the goods we make. No claims are made for them which cannot be substantiated. They allow you a generous margin of profit and every sale you make brings increased custom and confidence to your store.

Prices and catalogue will be sent on request, or if you prefer one of our travellers will call.

New Idea Warm Air Furnace

This furnace is a perfect heating unit. The fire pot, made in one piece with deep flanges, adds one-third more heating surface. Economy in fuel consumption provided for by New Idea Duplex Grates (patented) which take care of any sized clinkers. Extra large ash pit prevents ashes banking and burning out grates. New Idea Furnaces are guaranteed for five years.

Made in 7 sizes to suit every description of building.



THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Mr. F. C. Moore, 143½ Higgins Ave., Winnipeg
Mr. W. G. Chester, Hamilton St., Vancouver

WILT

WILT

High Speed and Carbon Twist Drills, Reamers and Milling Cutters

—**THEY ARE TOOLS OF QUALITY** made by especially trained, high-class workmen skilled in the art and science of tool manufacturing.

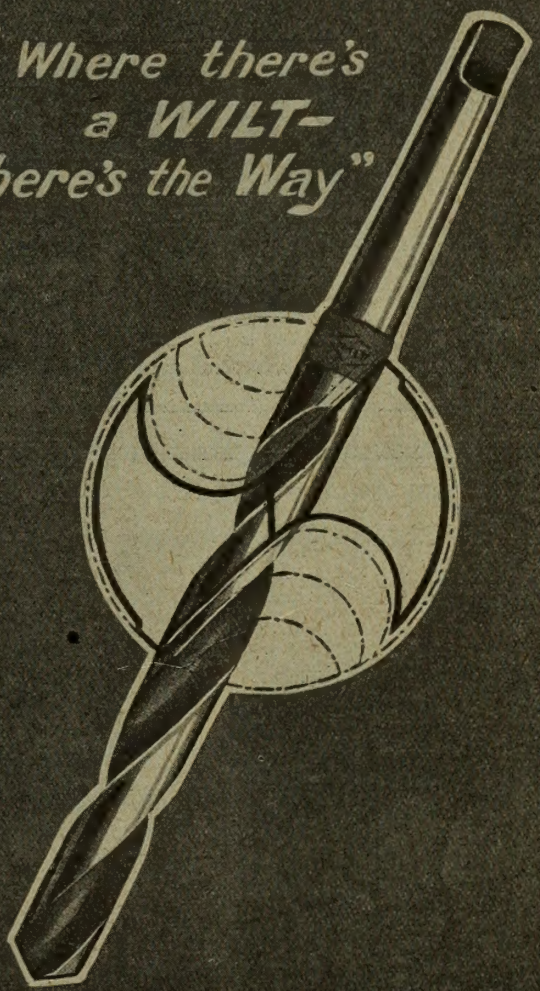
—**THEY CONTAIN ONLY THE BEST MATERIALS.** We are very particular in the choice and selection of raw materials, accepting only that which passes our most exacting inspection which is based on the highest standards.

—**THEY CREATE CUSTOMERS' SATISFACTION** and our guarantee and our broad policy of interpreting that guarantee assures complete satisfaction and meets with the approval of all users.

—**THEY ARE PROFITABLE TO SELL.** The reasonable profit with which we are content allows the dealer a splendid margin on his sale.

SELL WILT PRODUCTS

"Where there's a WILT— there's the Way"

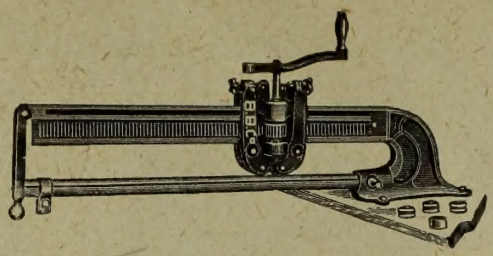


HIGH SPEED AND CARBON TWIST DRILLS

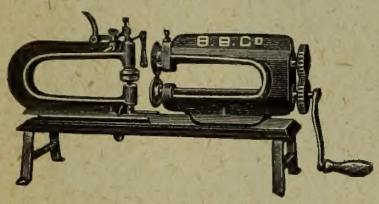
WILT TWIST DRILL CO.

WALKERVILLE OF CANADA, LIMITED ONTARIO

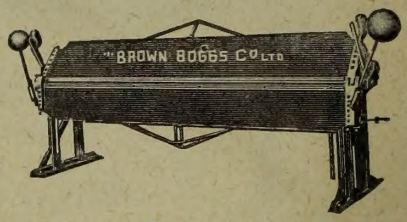
London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England



No. 30—Groover.



No. 22—Circular Shear.

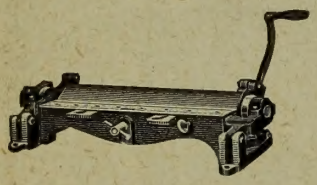


Steel Brake.

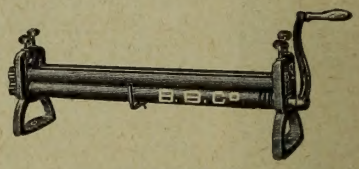
Are You

using up-to-date tools or are you losing contracts on account of high labor costs?

The solution is **Install BB Tools,** which give you the maximum production at the **Lowest Cost.**



Tin Folder



Bending Rolls

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

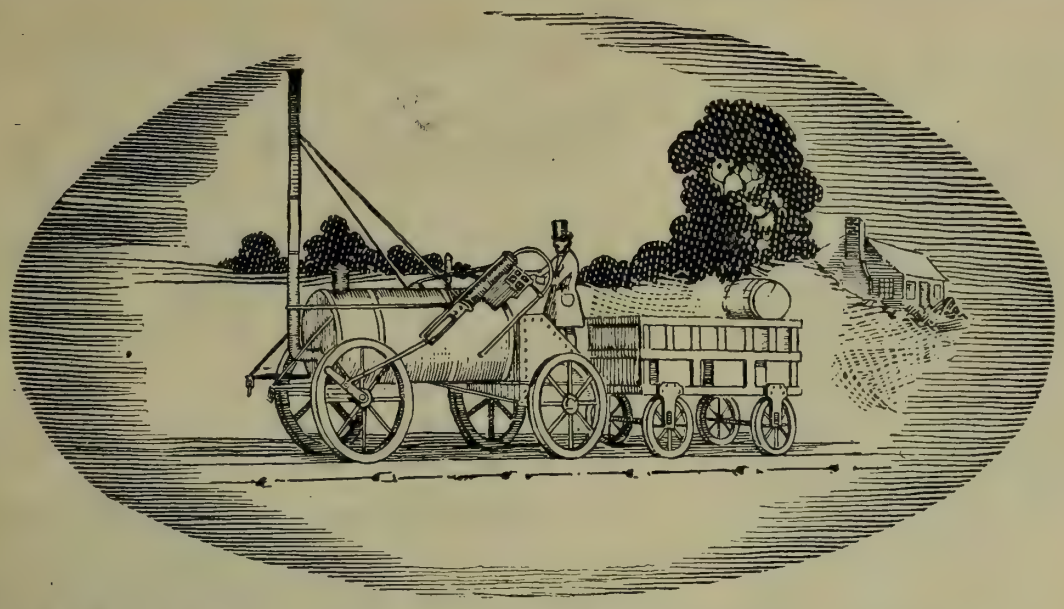
Davidson Japanned Ware

Sells Itself

Flour cans made in three sizes to hold 25—50—and 100 pounds; handsomely decorated in pleasing designs; attractively finished in French gray and white.

The Thomas Davidson Mfg. Co., Ltd.

Toronto Montreal Winnipeg



WHEN CARS WERE FIRST PROPELLED BY STEAM

TO Dick Trevithick, a Cornish miner, belongs the honor of inventing the first successful locomotive. But because George Stephenson of Newcastle, England, was a successful builder and operator of a railway, as well as an inventor of a locomotive, he has been generally credited with the original invention.

Railway construction always requires rope. Thousands of tons have entered into the building and maintenance of the railways of America.

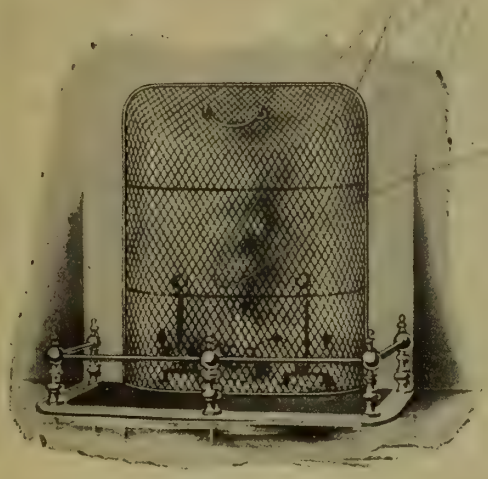
Six years before the first railway was opened in England, the Plymouth Cordage Company began making rope, and because the world needed good rope, rope that could be trusted, every additional mile of trackage opened up new markets, new demands for the products from Plymouth. Thus step by step with the growth of the world's railways the Plymouth Cordage Company has grown until today it is the largest manufacturer of good rope in the world.

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

PLYMOUTH TRADE MARK 1824

PLYMOUTH ROPE

No.5



Fire-place Screens
Wire Cloth
Wire Counter Guards
Wire Grilles
Wire Partitions
for tool-rooms and stock-rooms
Heavy Wire Baskets

C. H. JOHNSON & SONS, LIMITED
WIRE WORKS: St. Henry, MONTREAL

It Will Pay You to Order To-day

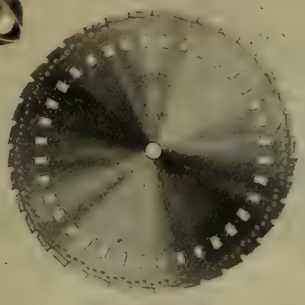
When a customer decides he needs a set of harness, he usually wants it in a hurry. Have you made provision for the heavy demand there will be during the next few months? Remember you are stocking an old and tried line when you buy Imperial Brand. It has been known by farmers and horsemen for over fifty years. Again we say, "ORDER TO-DAY" and have your supply when you require it.

Imperial Brand Harness

is guaranteed free from all defects in workmanship and materials and is backed by a house that stands behind everything it sells. You can sell Imperial Brand Harness with very little sales talk because your customers already know about it. Make 1920 the biggest year of Harness Sales in your history by specializing on Imperial Brand. Remember your store is judged by the goods you sell—good goods—good reputation—success. Take the first step to-day. Send us your order.

Display it Regularly—It will Pay You.

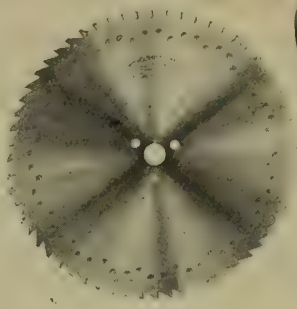
Samuel Trees and Company, Limited
42 Wellington St. East, Toronto



FIFTY YEARS

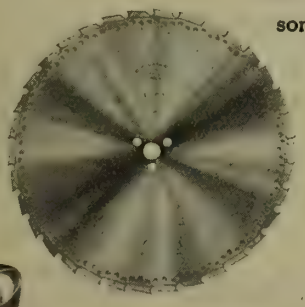
of Making Better
Saws Better
Has Developed

HUTHER BROS. SAWS



to a point where they stand supreme in their field.

No matter whether you contemplate the purchase of a Solid Tooth Saw, an Inserted Tooth Saw, either Fine or Coarse Pitch Type, or some Band Saws, you will find a Huther Saw exactly suited to your requirements.



Write to us for Catalog and detailed information

Huther Bros. Saw Mfg. Co.
Rochester, N. Y.

Convenience Means Time Saving

Modern shop efficiency demands quality work and quantity production. Time is an essential factor. Ask any user of Jacobs Chucks if he does not find that the key and toothed sleeve save his time in changing drills.

Mill supplies are most profitable to Canadian hardware dealers. Start your line with Jacobs Chucks. An article favored by mechanics all over the world is a safe foundation upon which to build your business.

Address Department H.M.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

Time to Order FREEZERS

All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

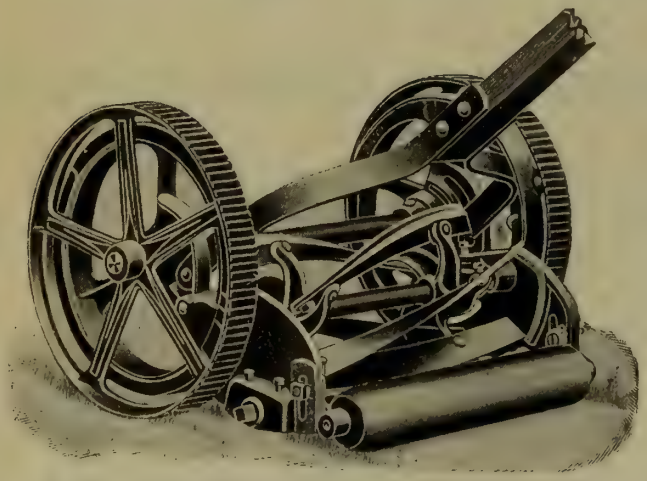
This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

Wise Buyers Are Ordering Their Spring Stock of Mowers—NOW



With labor and raw material conditions as they are to-day, it looks quite safe to assume that the scarcity of the past will be quite as marked this year as heretofore.

With this knowledge at hand it is quite reasonable and in order that your next season's stock in lawn mowers should be decided upon without further delay. Therefore, we ask those interested in the best that's made to place their order with us—now—so that we may anticipate and fill orders to the satisfaction of all concerned.

Write us for prices and other details.

Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works

Guelph, Ont.

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.

H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

Make Your Tire Business Bigger in 1920

Did you have all the tire business you could handle last year? It may have been good—we hope it was, but why not make it better for 1920. Good-will is the foundation stone of success. You cannot buy "good-will"—you have to build it up little by little, bit by bit. There is one sure road to follow in establishing "good-will" in the tire business—sell "The Tires that Give Satisfaction."

Sell Gutta Percha Tires

They are as perfect as can be made. Motorists everywhere are repeating their orders for Maltese Cross Tires as occasion demands. They KNOW that "The Tires that Give Satisfaction" are dependable, trustworthy and efficient. The bulk of the motoring trade in your locality will come to your store if you feature for 1920 these "Creators of Good-Will"—Gutta Percha Tires.

Gutta Percha & Rubber, Limited

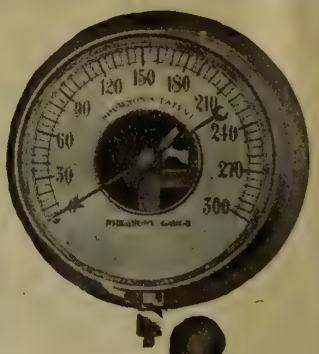
Head Office and Factories, Toronto

Branches: **Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria**

FIVE WORKS---OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.



Specialists in the manufacture of

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.

"UBEL" SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

Representatives for Canada (East of Alberta)
W. H. CUNNINGHAM & CO., 183 Church St., Toronto
For British Columbia and Alberta
W. MASON ROOKE, M.I.M.E., Dominion Bank Bldg., Vancouver, B.C.

Williams' Superior Drop-Forged Wrenches

WHEREVER wrenches are used, particularly in exacting production requiring hard and continuous service, Williams' Wrenches are preferred.

Through constant and systematic effort, during nearly half a century, to produce only the best, Williams' Drop-Forged Wrenches have been so developed that today their superiority is generally conceded. There's a strong, dependable Williams' Wrench, standard in design and size, for every recognized trade need. Every one of the 40 patterns in about 1000 sizes, with openings from 3/16 to 7⅝", carries the Williams' guarantee of service.

Specify "Williams' Wrenches" and get superior quality. Ask for a copy of our Wrench Booklet.

J. H. Williams & Co.

"The Wrench People"

30 Richards Street, Brooklyn, N.Y.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia.

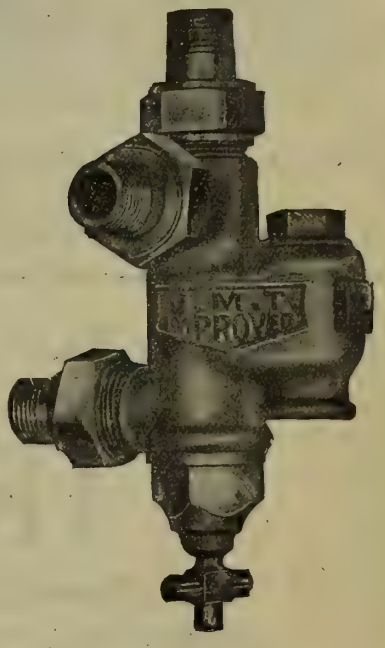
TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

An Injector with a Splendid Reputation for Efficiency

Morrison

Injectors that offer 40 pounds more field. A reliable, trustworthy injector that sells as well as it operates. Morrison High Pressure Injectors operate successfully on 20 lbs. low to 220 lbs. high steam pressure, from 4 to 300 horse-power, and are made in sizes from 3/8 inch to 2 inch.

For you it offers one of a line of products that are supreme in the mechanical field and sell without time-consuming argument.



The James Morrison Brass Mfg. Co.
Limited
93-97 Adelaide St. West, Toronto, Ontario

Line Up with the Line the Women Want

THERE is no question about the popularity of Washing Machines. It's growing! The scarcity of domestic help and the high cost of laundering combine to make the Washing Machine practically a necessity in every home to-day. But women are quick to learn that there are Washing Machines AND washing machines — they are being told about the superior features of

"1900" WASHERS

and when they come to investigate they find that all our claims as to their supremacy are true.

Dealers handling even an inferior line may get **some** business.

Dealers handling a mediocre line will find a moderate demand for it.

But to cash in big on the present-day tendency to install Washing Machines, you need to line up with the line that includes every type of Washer—each giving wonderful satisfaction—each mechanically perfect.

We make the "1900" Cataract Electric, the "1900" Agitator Electric, the "1900" Agitator Water Power Washer and the "1900" Gravity.

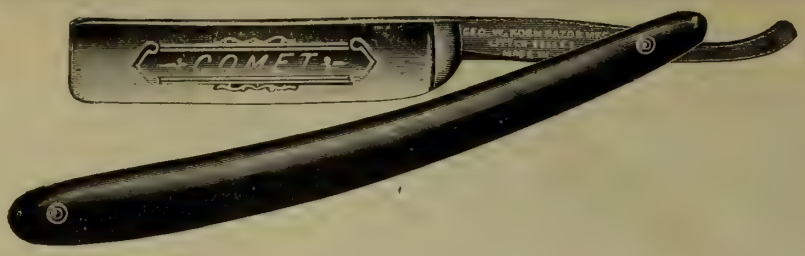
Our Company is launching a continent-wide publicity campaign—this will bring a vast number of inquiries—and these inquiries will be turned over to "1900" Dealers. A liberal profit for you on every "1900" Machine you sell.

Write—whether you are without a line of Washing Machines—or whether you are looking for something better than the line you now handle.

THE NINETEEN HUNDRED WASHER COMPANY 357 Yonge Street TORONTO

Made from Crucible Swedish Bar Steel.

Every piece guaranteed.



Honest Value Carefully Inspected.

Favored by Barbers.

As perfect as human skill can produce. Tempered by our own process. Perfectly ground, honed and set ready for use.

GEO. W. KORN RAZOR MFG. CO., - - - LITTLE VALLEY, N.Y.
Canada Office: 140 McGill Street, Montreal

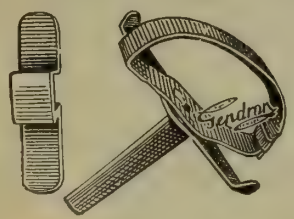
Manufacturers
OF
WIRE
HEADQUARTERS FOR
WIRE BALE TIES
Largest Capacity and Stock in Canada
PROMPT SHIPMENT

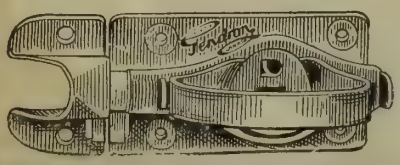
LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

MADE IN CANADA

Blacksmith's Boiler Makers' Machinists'
AND
Pipe Fitters' Tools
Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.





Fills the existing demand for a
Garage and Barn Door Latch
that's just right for Dealer and Consumer

A rapid, profitable seller. Strong, durable, neat and convenient, easily put on any door. Has two handles to open or close from either side. Catches will hold door or gate open or closed. Enamelled finish with turned bolt. Guaranteed.
We also make velocipedes, express wagons, children's autos, toy carts and barrows, bathroom fittings and hardware. Write for prices and information on any of our lines.

The Gendron Manufacturing Company, Limited
Duchess and Ontario Streets, Toronto, Ontario

CANADA
FOUNDRIES & FORGINGS
LIMITED

FOR A WET COUNTRY

SEMI-ROTARY REDWING PUMPS

A Product of Proven Worth

See Your Jobber.

PRODUCED AT

JAMES SMART PLANT

BROCKVILLE, CANADA

TAPATCO STAPLING Device for attaching hooks gives a firm hold long after the fabric itself has become weakened by use.

A Quality Article and Well Advertised

That's Why It Sells so Well

The demand for stuffed collar pads is certainly on the increase and is destined to grow still more as horse owners come to realize that this type of pad is the best safeguard against bruised, chafed and galled shoulders.

But why do people usually ask for Tapatco Pads?

Some, because they read our advertisements that tell in a sincere and truthful way, the story of Tapatco superiority.

Others are led to try Tapatco Pads by what they hear of them from neighbors and friends who have used them on their horses and found them to be all we claim—soft, pliable, cushion-like—the best of all protection against the rubbing of the collar.

TAPATCO BRAND
REGISTERED TRADE MARK

COLLAR PADS

TAPATCO GLOVES

Our varied and complete line includes styles that cover all your customers' requirements in the way of work gloves.
STYLES—Gauntlet, Knit Wrist, and Band Top.
WEIGHTS—Heavy, Medium and Light.
MATERIALS — Leather Tip, Leather Faced, Jersey. Gloves and Mitts in Tan, Slate or Oxford.

American Pad & Textile Company, Chatham, Ont.

JC SPRAY CHEMICALS

EFFICIENCY-SAFETY-ECONOMY

You can safely recommend our spraying materials for they will live up to your strongest endorsation. Their chemical and physical qualities are scientifically correct and they are most economical.

CAL-ARSENATE

Paste or Powder. More efficient than Paris Green and at half the cost. Riches-Piver patent process. Very popular with truck farmers.

LEAD ARSENATE

For use against leaf and fruit-eating insects on peaches and other stone fruits, apples, potatoes, etc. Paste or powder.

BORDO ARSENATE

A ready-mixed preparation in paste and powder form. Combines Bordeaux Mixture and Cal-Arsenate. Inexpensive. Ideal for potatoes and garden truck.

BORDEAUX MIXTURE

Still the standard fungicide. Most efficient because so finely precipitated. We have it in paste and powdered form.

POISON BORDO DUST

A preparation that has proved remarkably efficient for dusting apple trees in Nova Scotia. Also effective for other crops. Government formula.

Guaranteed analysis on every package. Packages vary in size from 1-lb. to a barrel.
Order at once to be sure of deliveries.

Made in Canada by

JOHN COWAN CHEMICAL CO., Limited

1 Dalhousie Street, Montreal

SAVAGE QUALITY TRADE MARK

SAVAGE

PROGRESS

WE have always endeavored to embody in our firearms the latest modern designs and improvements. Following this policy, we take pleasure in announcing that all our automatic pistols will be furnished hereafter with an improved hammer with a spur cocking lever.

The experience of the war has proved conclusively the necessity of being able to readily cock and uncock a pistol with the thumb of the hand that holds it. The United States navy, in seeking a new pistol to adopt as its service arm, specified as one of its most important requirements that it should have a hammer or similar device to permit cocking and uncocking the pistol with the thumb of the hand that holds it.

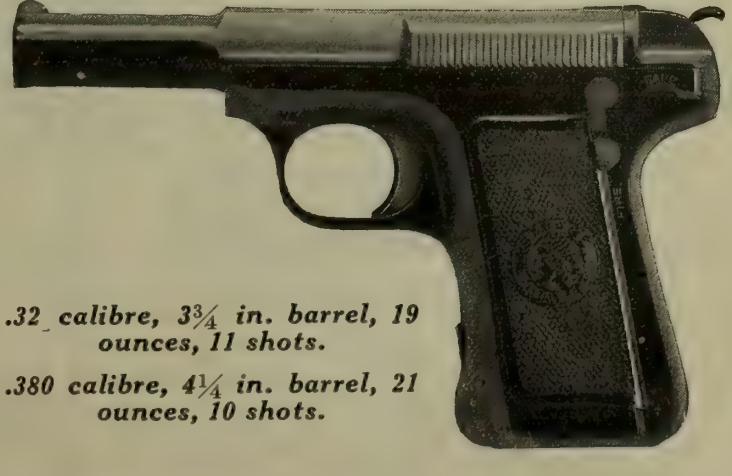
As the Savage has all the essential features of the best military pistols in miniature form, it has been decided to equip all pistols hereafter with an improved spur cocking lever.

SAVAGE ARMS CORPORATION

UTICA, N.Y.

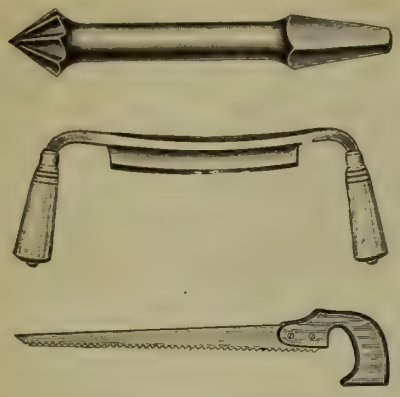
Sharon, Pa. **Detroit, Mich.**

Executive and Export Offices: 50 Church St., New York City, N.Y.



.32 calibre, 3¾ in. barrel, 19 ounces, 11 shots.

.380 calibre, 4¼ in. barrel, 21 ounces, 10 shots.



The Crescent Line

Small Tools and Hardware Specialties

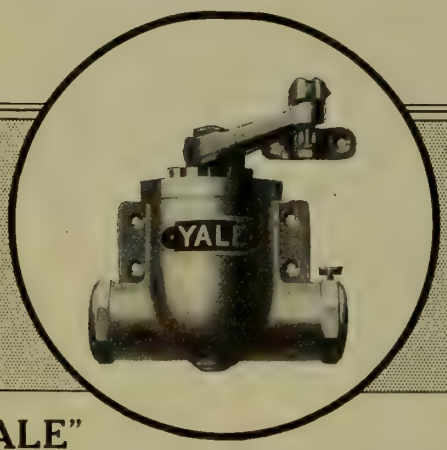
HERE is a widely known line that makes good sales and brings good profits. There is good reason for their popularity. Made from carefully selected materials under the most advantageous manufacturing conditions and rigidly inspected, they satisfy customers and bring good trade.

Ask Your Jobber

The Campbell Agencies

Toronto - Canada

The Crescent Company, Meriden, Conn.



YALE"

brings your customers back for more

THE *satisfaction* a customer obtains from the Yale Door Closer, Night Latch, Padlock or Builders' Hardware you sell him brings him back to you for all his hardware needs.

Stock a line that is *known* and advertised throughout the Dominion.

The trade-mark "Yale" on the product is our guarantee of satisfaction.

Made at St. Catharines Ontario

"The trade-mark 'Yale' helps make the sale."

Canadian Yale & Towne Ltd.

TRADE YALE MARK

Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of Hardware and Metal are big buyers because they buy for business as well as for private consumption.

MENDETS

A PATENT PATCH

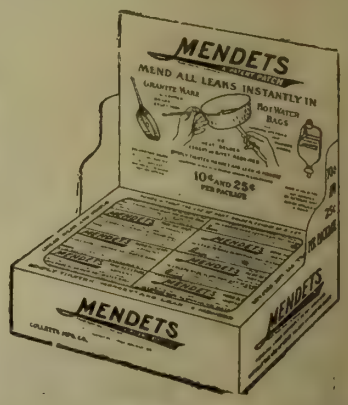
Millions of Boxes Sold

They Sell Themselves

Collette Mfg. Company

Collingwood, Ont.

Your jobber has them



NOW READY

TO QUOTE on your early 1920 requirements of auto supplies.

We invite your correspondence.

THE RENAUD MOTOR SUPPLY CO.

MONTREAL, CANADA

YOU WILL EVENTUALLY—
WHY NOT NOW?

MR. HARDWARE DEALER:

Twelve years' study, experimenting, observation, application and concentration of thought, together with special machinery have enabled us to overcome every obstacle in making the patented **Banner** Ash Sifters, the **most** efficient ash sifters for household use yet placed on the market. As stated above that **you** will eventually recommend the **Banner** Sifters there is **no reason** why **you** should not recommend them **now.**

Write for descriptive matter and the many reasons **why** the **Banner** Sifters are superior to others and **judge for yourself.** Why are the sales increasing so fast?

The Burrowes Manufacturing Company, Toronto

Kiddie-Kar

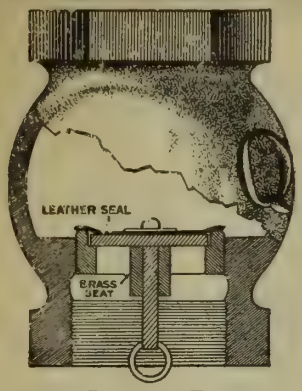
The world's largest selling child's vehicle. A year-round staple equally popular with boys or girls and suitable for use in or out of doors.

A profit-maker and business-builder, because it wins parents and leads to repeat sales.

Canadian K-K Company
Limited
ELORA, ONTARIO, CANADA

GOLDEN OPPORTUNITIES EXIST

Hundreds of hardware merchants throughout the provinces of the Dominion, and located in centres of greatly varying characteristics have made huge successes of selling auto accessory lines. It is always found that where this line of goods is not carried, it is because the matter has received no detailed consideration, but sufficient investigation early proved to the merchants who are now carrying this line with profit that with the general favor of both the buying public and the manufacturer there was little reason for expecting anything different to the result which has been achieved. The present rapid development of the automobile industry is providing golden opportunities for wide-awake merchants.



This is a "Q" Foot Valve

And it Just *CAN'T* Leak

There are more pump troubles caused by "leaky" valves than from all the wear and tear which occurs in the average life of a pump.

The "Q" valve will overcome all priming troubles, and water once raised above it, through the suction line, will not leak out.

If you want the pumps you instal to give maximum, you will require to use the only valve on the market that JUST CAN'T LEAK.

Made in sizes from 1 to 8-inch.

R. MACDOUGALL CO., LTD.
GALT., CANADA

Stock this Mayhew *Bit Extension*

Your customers need this Mayhew Bit Extension—the most nearly perfect on the market.

The forged steel jaws completely close on the shank of the bit. A flexible connection between jaws and shank of the extension insures centering the bit. Sleeve runs on a quick-acting multiple thread. Extension will follow a ⅝" hole. Made in all lengths from 12" to 36".

Regular Mayhew quality. Meets a definite demand. It should be in *your* store.

MAYHEW

"Every blow of the hammer refines the steel"

At your jobber's—or

MAYHEW STEEL PRODUCTS, INC.
291 Broadway, New York

508 Mission Street
San Francisco

180 N. Market Street
Chicago

MAYHEW MADE TOOLS ARE RIGHT

LIBERTY WASHER

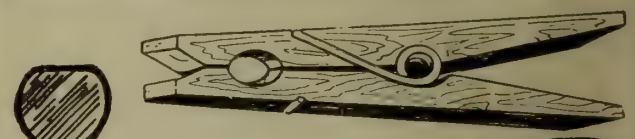
BIGGER BUSINESS for 1920

Had a big year with washing machines did you? You can sell more Liberty Washers with less work than any other high grade washer on the market. The reasons are quite evident. White cedar tub—with no metal to discolor clothes: wringer swings to four positions; mechanism on opposite side from operator; the Liberty is fool-proof and sells from $25 to $50 less than any other worth-while washer. Decide to-day to boost the LIBERTY for 1920. It will pay you and pay you well. **Write us for our dealer proposition.**

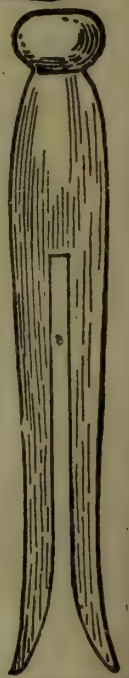
A. R. LUNDY
257 King St. W. TORONTO

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.



Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tamlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

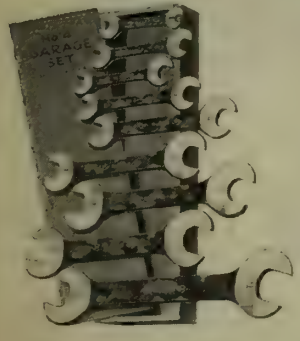
In these days when dealers are insistently urged to "push" certain tools what a relief to stock Mossberg Wrenches, which need no pushing!

Furthermore, the Mossberg line is so complete that dealers don't have to devote shelf room to several makes; one line—Mossberg—meets all wrench needs.

Mossberg Socket Set No. 14, the "completest," containing an assortment of tools to fit every job.

No. 4 Garage Set of Open-end Wrenches; one opening of each wrench fitting U.S. Standard bolts, and the other opening of the same wrench fitting S.A.E. cap screws of the same dimensions.

Send for complete catalogue and particulars.



BY INVITATION MEMBER OF

NEW YORK U.S.A.

FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO. MASS. U.S.A.

Files with a Reputation that promotes Sales

It is easy to sell Famous Five Files, because they are known to mechanic and employer as the standard tools in their line.

Made from high grade steel, accurately ground and cut, and scientifically hardened, they have stood the test of fifty years of leadership in market and workshop.

Over 60,000,000 Famous Five Files are sold each year. Share in the profits of this trade, on this enormous sale.

Specify Famous Five Files when ordering. They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

"TALLMAN'S SPECIAL" ARCTIC METAL

a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Tallman Brass & Metal Limited
HAMILTON, ONT.

Ash Sifting Season

Every Part a Selling Point

sure to impress customers. The iron rod reinforcing the top of can; the hinged trap; the convenient hopper, with rod for loosening ashes; braced cylinder; the strengthening corrugations of the body; the heavy iron band round bottom, and general superiority of design. Convenient, clean and dustless.

J. Samuels
275 Queen St., W. Toronto

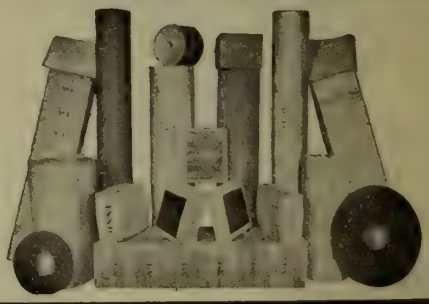
UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers of every description.** Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



Our wide and varied experience in successful manufacturing enables us to offer you a line of extraordinary saleable products. We make—

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

A complete stock of these lines will enable you to better serve your customers. Send us a postal for full particulars and prices.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

Superior Stable Brushes

Strength and durability are the chief essentials in stable brushes. In the manufacture of

"Keystone" Stable Brushes

these essentials are given first consideration. Tough material is used in conjunction with backs that won't break. A trial will convince your customers of the superiority of "Keystone" Brushes and assure you of good profits and future business.

For prices, etc., write

Stevens-Hepner Co., Ltd.
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited

St. Catharines
Ontario

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

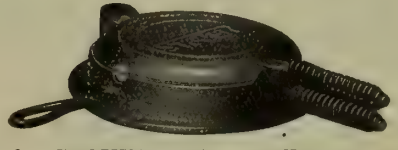
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

You Will Sell More Waffle Irons

If You Sell the Stover



Look at this cross-section of Waffle Iron Plates. It shows how uniform the STOVER makes waffles.

You will satisfy your customers and increase the popularity of waffle baking by selling this iron. They are made with wood or wire handles, high or low bases, and round or square shapes. Send for our special waffle iron circular.

Then you need our R-19 catalog. We also make windmills, feedmills and gasoline engines.

Mop Sticks	**Door Pulls and Latches**
Meat Broilers	**Coat and Harness Hooks**
Lamp Brackets	**Hammers and Hatchets**
Quilt Frame Clamps	**Cast Pliers**
Mincing Knives	**Saw Vises**
Pulleys of all kinds	**Screen Door Hinges**
Stove Pipe Dampers	**Lifters and Pokers**

And a general line of fireplace fixtures.

Stover Mfg. & Eng. Co.
709 East St.
FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

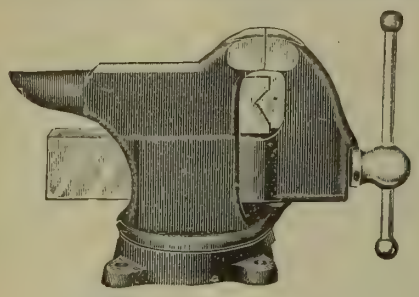
USE THIS COUPON

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your

Name .....
Business .....
Address .....

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241—Autovise

A combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

Rock Island Mfg. Co.

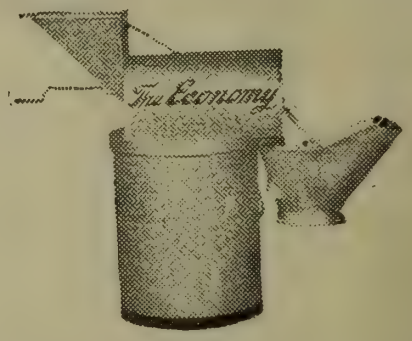
Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.

REED'S
ECONOMY ROTARY
ASH SIFTER

Made Better so as to Sell Better



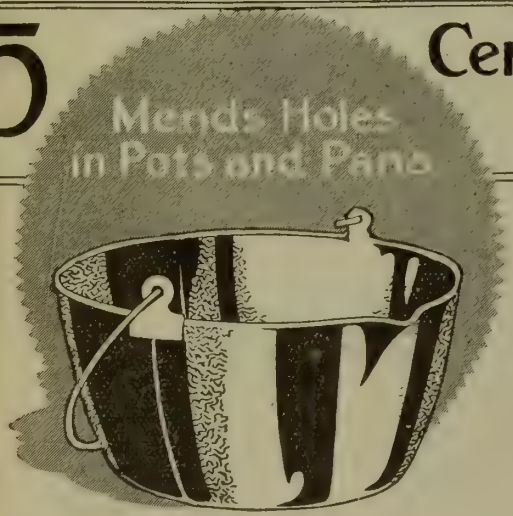
DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

Geo. W. Reed & Co., Limited

37 St. Antoine Street, Montreal

VOL-PEEK

15 Cents



60% Profit in this Line

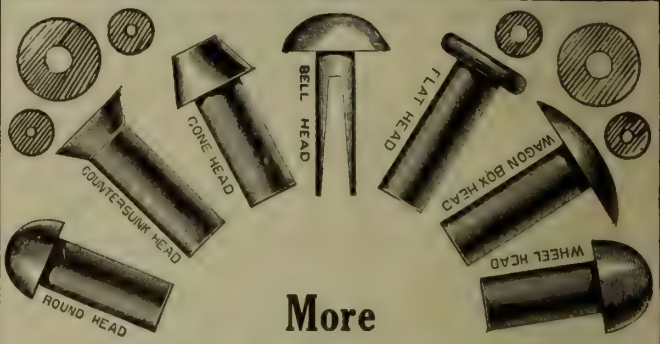
Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, $2.25. **Vol-Peek** is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Limited

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

MAKE A GOOD START

Let us help you to start 1920 with a good, profitable line of sheet, matting, stair-tread and nosing; wire, rivets, screws, nails, etc.

Stock up now

WITH ALUMINIUM

Write for prices at once

THE BRITISH ALUMINIUM COMPANY, LIMITED

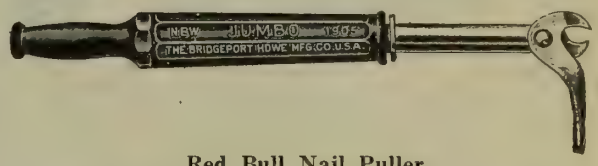
263-267 Adelaide St. W., TORONTO

Eastern Agents: SPIELMAN AGENCIES, Montreal

BRIDGEPORT

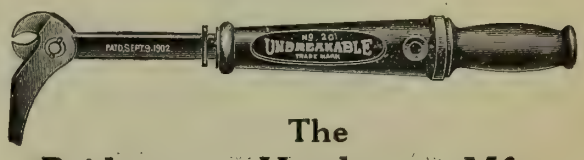
Sure Selling Nail Pullers

Sure Grip Nail Puller



Red Bull Nail Puller

Unbreakable Nail Puller



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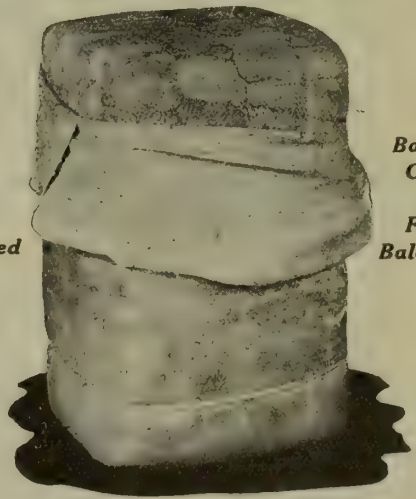

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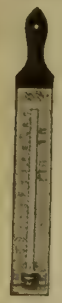

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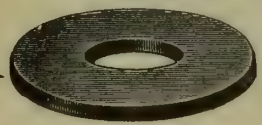

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Prompt Shipment

Wrought Washer Mfg. Company
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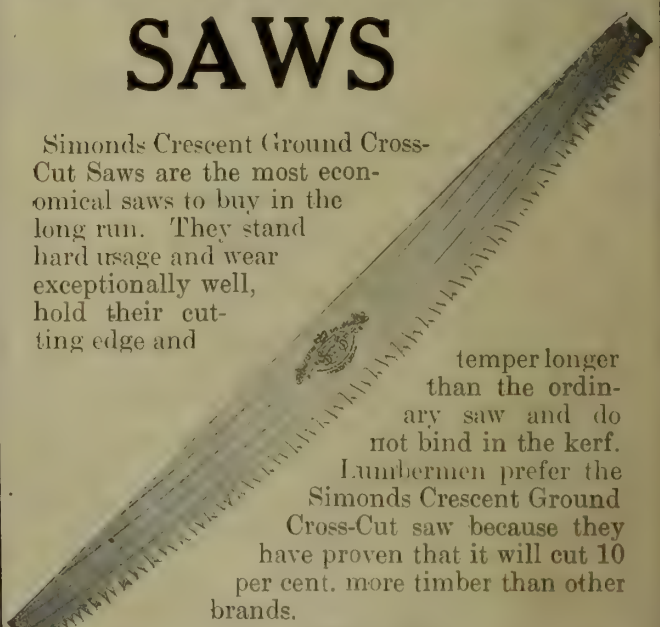
SIMONDS SAWS



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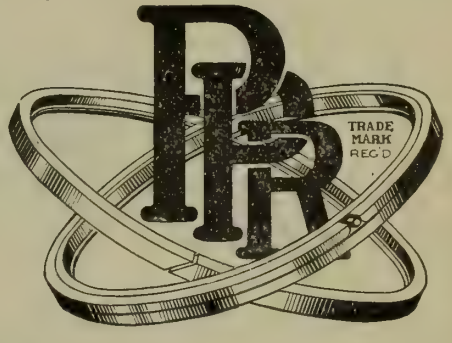

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Reserve your territory now.

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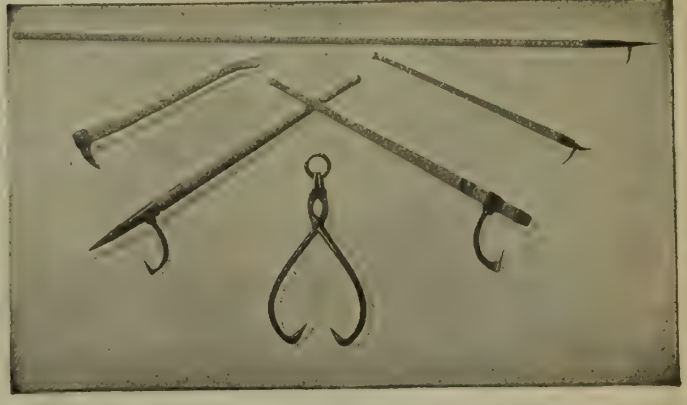
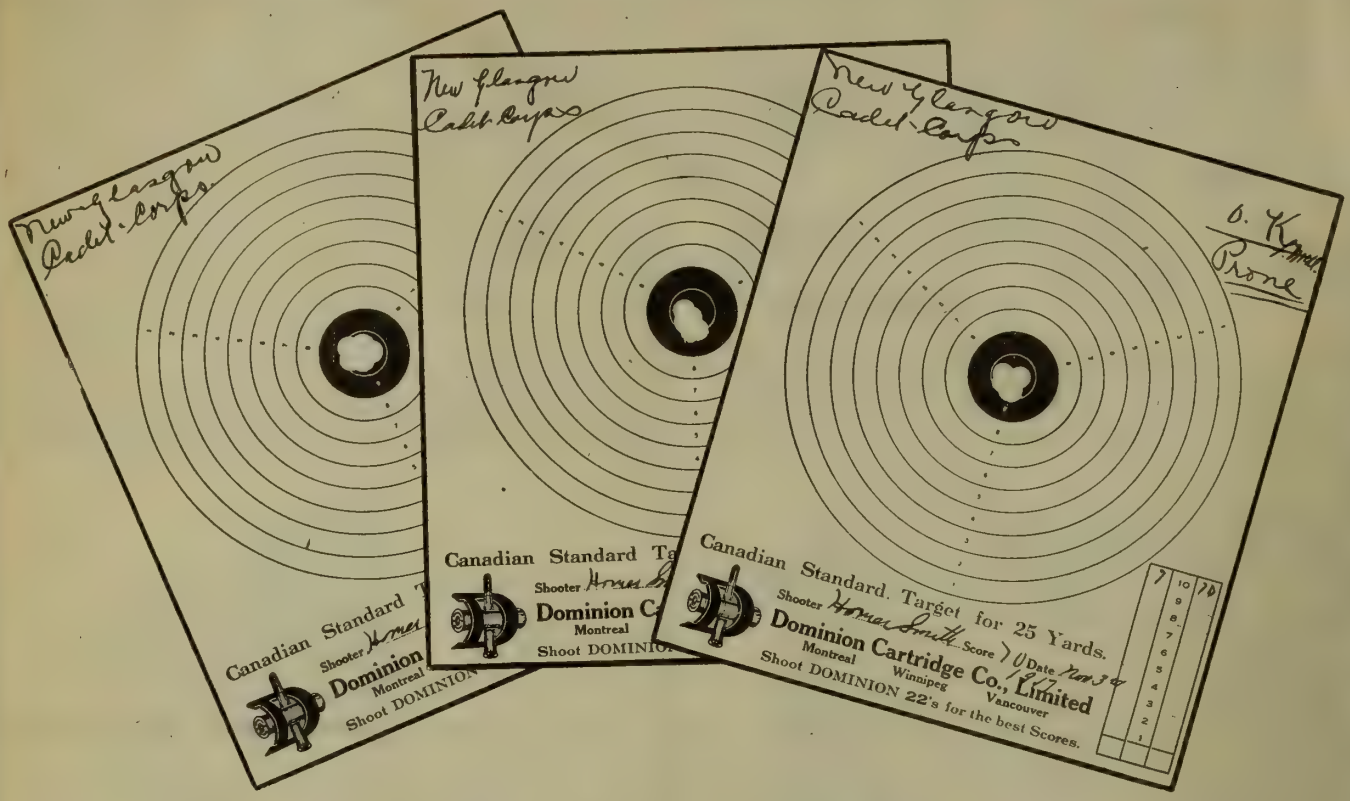
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



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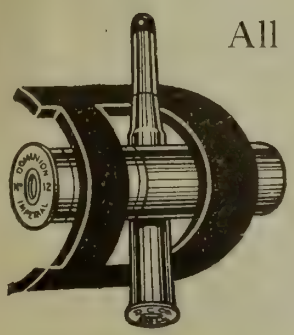
Dominion .22's

in efforts to make similar scores.

This means business to every dealer who carries this ammunition.

All Dominion ammunition means more business—not only .22's but all the larger calibre metallics and Dominion Shot-gun Shells. Order from your jobber to-day.



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Montreal - - Canada

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, JANUARY 3, 1920 No. 1

CONTENTS

Freight Rates May be Advanced Again 33
Price Changes Never so Numerous 34-35
Says Public is "Sold" on Electricity 36-39
Prices of Varnish May be Higher 40
Just a Few Suggestions in Passing 41
Editorial Comment 42-43
Events in the Trade 43-47
The Clerks' Department 48-49
New Hardware Goods 50
The Markets at a Glance 51-59
Weekly Paint and Varnish Department 60-66
Paint Delivery Problem For 1920 60
Weekly Paint Markets 66

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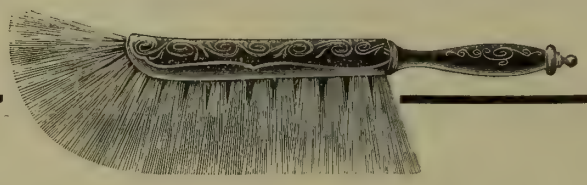

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXI. TORONTO, JANUARY 3, 1920 No. 1

Freight Rates May Again be Increased

Canadian Railways, it is Stated, Will Shortly Ask for Permission to Advance Present Schedule 20 Per Cent.—Wage Increases to Employees a Big Factor

ACCORDING to information given to HARDWARE AND METAL, application will be made very shortly to the Dominion Railway Commissioners by the railways of Canada to raise their freight rates.

It is stated that the request will be that existing rates be advanced by twenty per cent.

If this request is made and granted it will have a very important bearing on the entire price situation and on all commodities.

PREVIOUS ADVANCES

It will be remembered that in November of 1916, after a very thorough investigation into railway rates in Eastern Canada, the roads were allowed to raise freight rates five per cent. in territory east of Port Arthur.

On March 15, 1918, an increase of fifteen per cent. all over Canada became effective.

On August 1, 1918, another increase of 25 per cent. was allowed in rates.

EASIER FOR THE WEST

This means that while Eastern shippers have, since 1914, had rates advanced about 45 per cent., firms in the West are only hit to the extent of 25 per cent., because in 1914, after an investigation of Western rates a considerable reduction was made.

NEED THE MONEY

The railways, it is stated, are facing a situation where something must be done and done soon to meet the very greatly increased cost of operation. The recent announcement of President Wilson that the American railways are to be returned to their original owners is of much interest in railway circles, not alone because of the fact that Government administration has proved unsuccessful, but because of the course to be pursued in the future.

As soon as the railways are returned an advance in rates in the States is expected in order that the huge debts incurred may be met and the railways put on a basis where they can "carry on."

WILL AFFECT CANADA

The return of the American railways is to take place shortly and what develops after their former operators are again in charge will have a very important bearing on what is done in Canada. According to a man in very close touch with transportation matters, an advance in rates in the near future is practically inevitable.

While no figures are available showing the proportionate costs of operation of Canadian railways, it may be assumed that they are approximately reasonably close to the American lines.

A report just issued regarding the railway situation across the line shows that as a result of wage increases that have been made labor is now receiving no less than 54.06 per cent. of the total revenue.

What this really means may be understood better, perhaps, when it is stated that the next largest item is for material. This is usually one of the "heavy" costs, as new cars have to be provided for, new bridges, locomotives, road improvements, etc. The figures show that this only takes 14.40 per cent. of the money.

FUEL IS SMALL NOW

In spite of the fact that millions of tons of coal are consumed annually, this expenditure now is only about one-fifth of the amount being paid to labor. The exact figures show that the percentage is figured down to 11.11 per cent. for fuel.

That the Canadian railways are not a great way behind these figures is shown by an instance of how salaries have been increased. Before the war the agent at a point in Ontario was receiving $45 a month. At the present time his income is more than that per week. It is stated that conductors are in some cases drawing $350 a month.

TELEGRAPH RATES, TOO

As stated in previous issues of HARDWARE AND METAL, another request for higher rates that affects business men is that of the telegraph companies for increased rates.

This matter is still under consideration and investigations are being made with a view of arriving at a decision. This, it is understood, will be given early in the New Year.

In case an increase is granted, and there is every reason to believe that it may be, as there has been no great opposition to the request, it would not be as serious or so widely felt as an increase in railway rates. Its effects upon retailers in general would be comparatively light. Some manufacturers have telegraph bills that run into large sums annually, but these are spread over so many commodities, as a rule, that any increase in rates is not expected to be a factor entailing any price advances.

The general effect, however, of an advance in railway rates particularly is the increased amount

(Continued on page 49)

Price Changes Never So Numerous

Quotations on Many Basic Hardware Lines Lower Now Than They Were Twelve Months Ago—The Year Just Closed Has Presented Many Problems Both to Hardware Merchants and Manufacturers

IN view of the close attention that is being paid all over the country just now to prices, it is interesting to note that contrary to the belief of many persons, many of the most important basic lines of hardware are quoted considerably lower than they were at the beginning of 1919.

A year ago, for instance, common bar iron was quoted at $5.25 per hundred pounds, as against the present basis of $4.25 per 100. Copper rivets at the beginning of 1919 were quoted at an addition to list of 30 per cent. The present figure is list plus 5 per cent.

Reduction in Rope

Pure manila rope twelve months ago was selling at thirty-nine cents a pound, base price. The present quotation is thirty-one cents a pound.

Wire nails at the commencement of last year were quoted at $5.30 base. Until recently they were down to $4.70 base. A couple of weeks ago prices jumped to $4.95, and the present quotation is $5.20.

Wire, it may be seen from the accompanying table, is also considerably cheaper now than a year ago.

Black and galvanized sheets, while still almost three times as high as in pre-war days, are still lower than they were a year ago, and that in spite of the American steel strike and other conditions across the line.

Many Advances

On the other hand, there has, as every hardware merchant knows, been a great many advances. In the past few weeks a great many prices have been revised, and in the majority of cases to higher quotations.

In spite of this, however, and in spite of prices generally, the hardware merchants of Canada have enjoyed one of the most prosperous years in their whole history. Getting enough goods to meet the requirements of their trade has been the great problem and in most cases it is just as acute to-day as ever.

The new year is opening with stocks in a great many lines lower than they have ever been, and chances of replenishing them at an early date do not seem especially bright.

Have Not Arrived

There were those who predicted that with the termination of the war that whole shiploads of German merchandise was going to be dumped on the world. Stories were in circulation about vast quantities of German goods just waiting for boats to carry it. These have turned out to be a pure myth. Reliable reports indicate that Germany is as bare as the rest of the world regarding most goods, and has little to export, and no ships in which to carry anything there is to offer. So with Europe generally. The whole country is not only hungry for products of all kinds, but has no ready money with which to buy the things that are urgently required. This, at the present time, is one of the greatest problems international bankers have to solve. Huge credits will be required.

Canadian Exports

Large credits have already been arranged by Canada with several countries and heavy shipments of merchandise are constantly going forward. This is one of the reasons why there is a scarcity at home. Some of the Canadian plants are literally swamped with orders, and to make matters worse, are having difficulties getting the raw materials they require, and also the help they need. Some other firms are adopting the policy of exporting only what merchandise they have left after all the home demands are met. It is needless to add that in most cases this does not leave very much to be sent overseas.

From an industrial standpoint, the year was featured by some of the most numerous and serious series of industrial disturbances that have ever occurred in America. Canada had troubles of her own, and was a direct sufferer also from the very serious strikes which occurred in the United States.

A Serious Affair

From the standpoint of the country at large, perhaps the most far-reaching in its effects was the coal strike. Fortunately, this only lasted for five weeks, but its effects were felt by every man, woman and child in the country. Had a settlement not been effected, there is no telling just what would have happened, as, with the cancellation of scores of trains because there was no coal to haul them, the entire trade of Canada would have been disrupted.

From the standpoint of the hardware merchants, the steel strike in the United States was of first importance. It at once affected the markets and deliveries, and is still affecting them, although not so seriously as some weeks ago.

A New Problem

Another entirely new problem has cropped up in the shape of the rate of exchange against Canada. The situation, as it is developing, is a most important factor in the matter of affecting prices and, in this way, trade all over the country.

In spite of all these troubles, however, business has increased all along the line. People in general, and the farmers and the working men and women in particular, have been making higher wages than they ever dreamed of, and they have been spending freely.

One very noticeable tendency reported by all classes of merchants, is the insistent demands for better goods. Price is not the question, as a rule. Quality comes first.

Cannot Keep Up

In connection with the business outlook for 1920, it may be noted that many manufacturers simply cannot keep up with orders. This is noticeably the case with firms making labor-saving devices, automobiles, and lines required in the building trades.

Never has there been such a demand for automobiles. This in turn is creating a demand for plate glass that is causing an acute shortage. This shortage is such that those in the trade see no relief from it for twelve months at least. One of the interesting features in connection with the demands for autos is the call from the farmers. They are buying them as never before.

Because of acute shortage of help, there is a record demand for labor-saving equipment of all kinds, and a bigger business is being done in electrically-operated utilities, washing machines operated by hand, water, gasoline and electricity, than ever before.

Electrical Situation

All over the country, there is an increasing demand for electricity. More by-laws for power extensions are being voted on at the January elections than ever before. More existing power plants are being extended than ever before, and more home generating plants are being sold to those out of reach of power lines than ever before.

All of which means business, still more business, and still better business for the hardware merchants all over Canada. There is every indication that 1920 is going to see new trade records made, and also that 1920 is merely the start of a period of wonderful development for Canada.

WANTS CANADIAN MICA

OTTAWA.—A demand for Canadian mica in Britain is emphasized by Trade Commissioner Norman Johnson, writing in the current issue of The Weekly Bulletin of The Trade and Commerce Bulletin. British manufacturers have previously been using Indian mica, but find the Canadian product more suitable. Several Paris houses are also asking quotations on Canadian mica in various grades.

Price Tendencies in the Past Twelve Months

The Goods.	The Prices. Jan. 4, 1919	Jan. 3, 1920
Bits—		
Auger, Gilmour's, discount	47½%	17½%
Irwin's auger, discount	15%	net list
Belting, Leather		
Extra discount	30%	15-10%
Standard, discount	30-10%	15-10-10%
Lace, Leather		
Sides, lb.	$1.70	$2.00
Cut, lb.	2.00	2.40
Butts—		
840	5%	add 20%
800	2½%	add 25%
838	5%	add 15%
808	5%	5%
804	15%	add 7½%
810	net list	add 10%
814	net list	add 25%
Cement		
Per barrel	2.80	3.25
Chain, Electric Weld		
Proof, per 100 lbs., 3-16 in.	18.00	17.25
Do., ¼ in.	14.95	15.85
Do., 5-16 in.	12.55	13.30
Do., ⅜ in.	11.35	10.50
Churns, discount	20%	10% higher
Cord, Sash—Nos. 8, 9, 10, per lb.	.75	.88
Fittings (Wrought Nipples)—		
4 in. and under	.45	.70
4½ in. and larger	.40	.60
4 in. and under, running thread	.25	.40
Grindstones		
Over 40 lbs. and 2 in. thick, per 100 lbs.	3.00	3.50
Hinges, dozen pairs—		
Heavy T, 4 in.	2.97	2.55
Do., 5 in.	2.60	3.20
Do., 6 in.	2.92	3.60
Do., 8 in.	3.33	4.10
Heavy Strap, 4 in.	2.43	3.00
Do., 5 in.	3.00	3.70
Do., 6 in.	3.24	4.00
Do., 8 in.	4.38	5.40
Iron and Steel Bars		
Common Bar Iron, per 100 lbs.	5.25	4.85
Refined Iron, per 100 lbs.	5.65	4.50
Mild Steel, per 100 lbs.	5.50	4.50
Sleigh Sae Steel, per 100 lbs.	5.50	4.50
Tire Steel, per 100 lbs.	5.70	4.70
Irons, Sad		
Potts No. 55, per set	2.30	2.25
Potts No. 50, per set	2.40	2.25
Potts Handles, japanned, dozen	1.50	1.40
Lanterns		
Short Globes, plain, dozen	12.50	12.50
Long Globe, plain, dozen	12.50	12.50
Lantern Globes		
Short, dozen	1.10	1.10
Long, dozen	1.10	1.10
Nails		
Wire, per 100 lbs., base	5.50	5.20
Cut, per 100 lbs., base	5.85	5.35
Putty, Standard		
Bulk, in casks, per 100 lbs.	5.90	5.95
Bulk, in 100 lb. drums, 100 lbs.	6.75	6.80

The Goods.	The Prices. Jan. 4, 1919	Jan. 3, 1920
Oakum		
Best (American), bale	$21.00	$22.00
Common Bar Iron, per 100 lbs.	5.25	4.85
Oil, Coal, per gallon	.21½	.24½
Gasoline, per gallon	.33	.32
Packing, fine jute, lb.	.20	.20
Wrought Iron Pipe—100 ft.—		
¼ and ⅜ in., black	5.52	5.13
½ in., black	7.06	6.84
¾ in., black	8.97	8.68
1 in., black	13.26	12.84
1½ in., black	21.45	20.76
2 in., black	28.86	27.94
¼ and ⅜ in., galvanized	7.65	7.26
½ in., galvanized	8.71	8.42
¾ in., galvanized	11.09	10.81
1 in., galvanized	16.41	15.98
1½ in., galvanized	26.54	25.85
2 in., galvanized	35.71	34.78
Rivets, Iron		
Black and tinned, discount	25%	37½%
Coper (usual amount, burrs), discount	Add 30%	Add 5%
Copper, burrs, discount	Add 50%	Add 40%
Rope		
Pure Manila, base, lb.	.28½	.31
British Manila, base, lb.	.24	.26
Sisal, base, lb.	.25½	.22½
Cotton, ¼ in. and larger, lb.	.74	.81
Sap Spouts, Eureka, per M.	15.00	16.50
Soldering Coppers, base, lb.	.64½	.59½
Sash Weights		
Solid, per lb.	4.25	3.00
Sectional, per lb.	5.50	3.75
Tools, Harvest, discount	17½%	12½%
Twine, Cotton Wrap		
3 ply, lb.	.77	.83
4 ply, lb.	.81¼	.87½
Wire		
Barb, per 100 lbs.	6.25	5.90
Smooth Steel, Nos. 0-9, 100 lbs.	6.25	5.25
Colors in Oil, Pure		
Venetian Red, per lb.	.21	.30
Chrome Yellow, per lb.	.53	.55
Golden Ochre, per lb.	.30	.32
Signwriters' Black, per lb.	.40	.40
Lead, White		
Pure, per 100 lbs.	17.80	17.85
Linseed Oil		
Raw, 1 bbl. lots, gal.	1.70	2.80
Boiled, 1 bbl. lots, gal.	1.73	2.83
Paints		
Ready mixed, white, gal.	4.30	5.05
Ready mixed, colors, gal.	4.05	4.80
Ready mixed, floor, gal.	3.40	4.00
Turpentine		
1 bbl. lots, gal.	1.10	2.55
Waste, Cotton		
White, per lb.	.21	.21
Colored, per lb.	.10½-.16½	.09-.15

The Goods	The Prices. Aug. 1, 1914	Aug. 1, 1918	Nov. 9, 1918	Jan. 4, 1919	Jan. 3, 1920
Sheets					
Black, per 100 lbs.—					
10 gauge	$2.45	$10.00	$....	$7.50	$....
12 gauge	2.50	10.10	9.60	7.35	....
14 gauge	2.25	7.90	8.40	7.25	6.50
18-20 gauge	2.40	7.55	8.30	7.30	6.85
26 gauge	2.55	7.65	8.40	7.40	6.95
28 gauge	2.70	7.75	8.50	7.50	7.05
Galvanized, per 100 lbs.—					
14 gauge	2.80	8.35	10.85	8.15	7.95
18-20 gauge	3.20	8.60	11.10	8.40	8.25
U.S. 26 gauge	3.55	8.90	11.40	8.70	8.55
U.S. 28 gauge	3.90	9.20	11.70	9.00	8.85
10¾ oz.	4.20	9.50	12.00	9.30	9.25
Solder					
Strictly, per lb.	.21½	.55½	.47	.38	.34½
Guaranteed, per lb.	.23	.60	.50	.40	.35½

"There is a steadily increasing demand for electrical equipment of all kinds," says E. I. Torrens of Tillsonburg, Ont. "We keep a sewing machine running all the time at the front of the store and get excellent results." The gas heater at the right is kept burning as a demonstrator. In a few seconds Mr. Torrens can show a prospective buyer just what can be done with a vacuum sweeper. The electric lamps make a fine showing, especially at nights.

Says Public are "Sold"

Labor-saving Equipment and Utilities That Make For Comfort and Conven E. I. Torrens, of Tillsonburg, Ont.—Finds Steadily Increasing Call For and Advertising, Help

Based on an interview by C. E. PARSONS, of Hardware

THE sale of electrical equipment, especially of devices that will make for labor-saving or for comfort and convenience in the home, in the opinion of Edwin I. Torrens, of Tillsonburg, Ont., offers a big future for hardware merchants.

Tillsonburg, it might be mentioned, is a town of 3,000 population, located right in the heart of a prosperous farming territory, and Mr. Torrens bases his opinion on actual developments that are taking place in his sales.

The only thing that is limiting sales just now in his territory, he says, is that new hydro lines and branch lines cannot be constructed quickly enough to supply the demands of people who want to use power.

"There is an insistent demand for more and still more electric power," said Mr. Torrens, in discussing the outlook for business with HARDWARE AND METAL. "There are several basic reasons for this. One is the great difficulty people have been experiencing in obtaining help, especially help that is dependable and willing to do anything like a fair day's work. Another reason is the efficiency of electricity. It is true that many people do not yet fully realize the possibilities of electricity but they are learning fast. I believe that every time I sell an electric washing machine, or a vacuum sweeper, or a reading lamp, or a toaster, or an iron, I am paving the way for many other sales. That is the way I find it is working out.

"Suppose I sell a washing machine to a farmer's wife and she is the only woman in her vicinity that owns one. It is not very long before we begin to hear about that machine. The woman herself usually becomes a booster for it. She tells her friends about how well it works and about the time it saves her and the backbreak it eliminates and the little money it costs to operate, and how well the washing is done, and so on. Just imagine what you would do yourself if you were a busy farmer's wife, and every half hour you could save meant something to you, to say nothing of cutting out the real heavy work. You would want a similar machine and sooner or later you would get it, and when you had become the owner of a washing machine you would want an iron, and when you had both a washer and iron you would see where a sweeper would save your time and also your muscles, and the first thing you know you would be doing half your work electrically. Well, that is the way it is working out.

"I find that electrical devices sell themselves. Many of the people who come in to inquire about them are already about half 'sold.' They have seen or owned something electrical and know what it will do. They have heard it recommended by their friends or they know a good deal about it. I find that in the minds of most people electricity is associated with efficiency. They know that it will do whatever is to be done quickly and thoroughly. They are not always, and this applies especially to women, familiar with the cost of operation or the small amount of attention the equipment requires. Many women have the idea that a washing machine, for instance, costs a great deal more to run than it really does. They also have the idea that there is something more or less com-

"Sell stoves away in a department where no one can interrupt you," says E. I. Torrens of Tillsonburg. "Keep your stock well displayed and clean and bright but leave plenty of room for prospective buyers to open the doors and inspect the stoves." Mr. Torrens' stove department is on the second floor and the illustration shows a section of it. Because gas heaters are big sellers in his district he keeps them displayed right up at the front.

on Electrical Devices

ience in the Home Offer Big Opportunities For Hardware Merchants, Says Them All the Year Round—Window Displays, Backed by Store Display "Pull" Business

and Metal, with Edwin I. Torrens, of Tillsonburg, Ont.

plicated about it that may get out of order and mean a big bill for repairs. Once they are enlightened on these points, and once they have seen the work the device will do, and the smoothness with which it is done, it is usually a question of sending the goods to their home."

Mr. Torrens states that electrical goods is an unusually nice line to handle. It offers possibilities for sales that are not affected by the seasons. Few articles that the hardware merchant carries make a more effective store or window display. And there are very few lines which carry such a wide appeal to the homemakers.

"A very, very large percentage of the people to-day," said Mr. Torrens, "are keenly interested in getting more work done. The farmers are especially busy and in the majority of cases short of help. In some parts of this district now they are doing their milking by electricity. Electrically lighted stables and homes are common, while there are any number of places where the electricity is utilized in one way or another for doing various chores. This is looking at the matter from a labor-saving standpoint. There is another very important side to the question and that is comfort and convenience. All through this countryside there are prosperous farmers and if there is anything to be purchased at a price anywhere in reason that will make their homes better or more comfortable, they are going to buy. They want electric lights, their wives want electric labor-savers and conveniences, and they are going to get them. The only trouble just now is that there is not sufficient power to take care of anything like the demands. This, however, is a situation that is going to be taken care of in time and sooner or later there will be extensions and new lines until the whole district is served. It will not come too soon for many of them."

Three Big Points

There are three things in connection with his hardware business of which Mr. Torrens is particularly proud. One is the store itself, another is his stock and the third is the service he gives. Service he maintains covers a wide field when it comes to merchandising and is something that the great buying public has a right to expect of the merchant.

The great majority of people, he says, are interested almost continually in what the merchants have to offer.

"People read the newspapers and they watch the windows and show a real interest in what we have to offer," said Mr. Torrens. "This store has no better advertisement than its window displays and the displays that are arranged inside. We give this matter careful and constant attention and that is one reason perhaps why we get results.

Carefully Planned

"Our window displays are always carefully planned. It is most important that a display should be seasonable. It is most important that it should be attractively arranged. It is equally important that people who are attracted by the windows should know the prices of the goods shown. This is a matter that is first in the minds of most buyers. They want to know exactly what a thing is going to cost. It is a peculiar fact but none the less true that if prices are not shown nine people out of ten will get the impression that the article on display is much more costly than it really is. There is no doubt about the in-

terest people take in window displays and their value in increasing sales and in maintaining interest in a store. Our plan is to back our window displays by equally attractive store displays and to back both by timely advertising. My experience is that this is a combination that never fails to bring results."

People Like Action

People like to see something in action, Mr. Torrens says, and because of this he very frequently arranges window displays with this idea in view. In the accompanying illustration is shown a window display with an electric washer in action. Not only is the washer kept moving but a piece of colored material is put through the wringer and goes round and round many hundreds of times a day.

"Displays of this kind are easily arranged," said Mr. Torrens, "and they have a real pulling value. I find that people are always interested in them and we can trace the sale of many washing machines to them."

In The Store, Too

As may be seen in another illustration just inside the door, Mr. Torrens has a sewing machine, to which is attached an electric motor. The silent, easy running, swiftly moving machine is a salesman every minute it is running and holds the interest of women who have much sewing to do.

Just alongside may be noticed a gas-heater. Natural gas is obtainable at Tillsonburg and vicinity and a big trade is done in heaters.

"We keep one burning right out where everybody who comes in can see and feel it," said Mr. Torrens, "and it brings results. People are reminded that they needed a heater or they see this one in action and decide they want one."

So with the electric reading lamps. They are at this season of the year kept right up at the front on the display table as shown. At nights especially, they make a very fine showing, and many of them are taken home by people who see their value as an ornamental, serviceable and altogether useful article for the house. Others are bought for wedding or other gift purposes and during the past few weeks many went out as Christmas presents.

Continually Changed

"We believe that it is good business to keep our stock continually changed around," said Mr. Torrens. "People like to see new things every time they come into a store, and we always try to have something seasonable and different to show them."

Auto accessories is a line which Mr. Torrens says has been showing a steady and most satisfactory growth. As may be seen from the illustration, he keeps a silent salesman filled with them right up at the front of the store. The display is a most attractive one, thoroughly in keeping with Mr. Torrens' ideas of keeping his stock looking its best all the time. It may be noted that in the display cases as well as in his windows. Mr. Torrens carries out the idea that everybody is interested in knowing prices and the price is plainly marked, and in many instances is shown on a price card.

"It is astonishing," said Mr. Torrens, "the amount of merchandise that is sold as a result of keeping it out where people can see it. Our auto accessories' sales have shown a steady increase and the department is getting bigger and bigger every year. There is a steady increase in the number of cars owned by the farmers and every car that is sold requires accessories and supplies."

Brings Them In

Out in front of the store is a gasoline pump where car owners may refill their tanks and they come regularly. The main street of Tillsonburg rejoices in the imposing name of "Broadway." While it is only two blocks long, that is as far as the business section is concerned, it is a busy spot on market days and on Saturday nights. The street is an unusually wide one, and it is stated to HARDWARE AND METAL that very often on Saturday nights, when the weather is fine, it is impossible, owing to the number of automobiles on the street, to get through. On both sides of the street for two blocks, there will be no available space for parking, so closely are the cars lined up. Of course, this means a lot of business, especially as the farmers are well-to-do. No less than 75 per cent. of them now own cars.

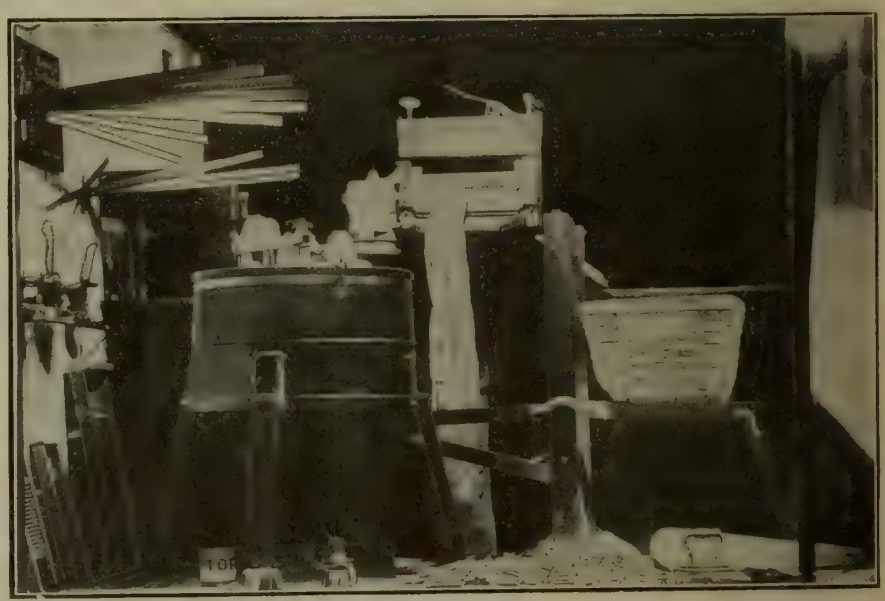
Sells Many Stoves

Mr. Torrens states that his stove sales will average 100 a year. He has found, he says, by experience that it pays to keep the stoves in a department by themselves where the salesman selling them will not be interrupted in his sales talk by other people coming in or by other salesmen asking for information. The stove department is located on the second floor, in a bright, well-lighted room, near the rear. The accompanying illustration shows a section of it, and it may be noted how carefully the stoves are looked after. No dust is allowed to gather on them and the nickel-plating is always kept shining. In short, the stoves are kept ready for inspection at any time.

The Women Decide

"The women not only usually decide the matter of which stove it is to be," said Mr. Torrens, "but they generally come first to see about it. Very often both a farmer and his wife will come together. It is important that the stove department be kept clean. Women dislike going into a stove department that is mussy, and they dislike trying to handle dusty or rusty goods. We aim to keep our stock looking its best always and leave plenty of room for people to get in and out among the stoves and open the ovens or doors or lift the lids. They like to do these things and to find out all about how the stoves work. Owing to the general situation in regard to fuel there is a great call for stoves that will burn wood or coal. Generally speaking, I find that people are willing to pay a good price for a good stove. Very often it is possible to arrange a deal for a new stove by taking an old one in exchange. It is not hard to dispose of an old stove that is in good shape and make a profit on the deal."

Part of Mr. Torrens' service in connection with stove sales is to fit the



In arranging displays of this kind, and they are arranged frequently, E. I. Torrens of Tillsonburg keeps both the washer and the wringer in action. The piece of cloth in the wringer is of a striking color and as it goes round and round has a distinct value in itself in attracting people. Note the ironing board at the right, the electric irons on the floor and on the shelf at the side, the clothes pins and washboards, everything suggestive of washday. Mr. Torrens finds that farmers' wives are keenly interested in these labor-saving devices.

E. I. Torrens of Tillsonburg, Ont., says that one of the reasons why his auto accessories sales are growing is because he keeps the display case shown above so prominently before people. He backs this up by frequent window displays. Note the attractive wall cabinet of bathroom fixtures. Keeping them displayed up at the front of the store like this has greatly increased sales. See also the enamelware and tinware above.

stove up in the home it is going to and leave it in perfect running order.

He does a big business, he states, over the telephone, and in order that no time may be lost and no customer inconvenienced by having to wait owing to a busy line, two telephones are in use.

"The plan works splendidly," said Mr. Torrens. "In the busy seasons many farmers do not have time to come in and get what they want and order over the telephone. In order that they may not have to wait as a result of the line being busy, we keep two phones and this has frequently saved considerable delay. Our customers appreciate this service and the effort we make to take their orders promptly. We try to give just as prompt delivery."

As might be expected in a section where dairying is carried on as extensively as in the vicinity of Tillsonburg, dairy supplies are much in demand. Eight gallon milk cans are very popular with the farmers and sales of them exceed 200 each year. These are a specially heavily-built can.

In this connection, Mr. Torrens pointed out that the whole tendency of the buying public, and of farmers especially, is to demand a quality article regardless of the price.

"It doesn't matter whether it is milk cans, or dairy pails, or electrical goods, or what it is," said Mr. Torrens. "People want it good. It seems to me that the day has gone by when people are haggling over prices. It is a question now of getting a good article. I find that a great majority of people, farmers especially, want to buy for cash. It is an unusual thing now for a customer to ask what used to be a common question, "Can't you do a little better on that?"

As a further evidence of the tendency to buy more expensive goods, Mr. Torrens stated that there is a steadily growing demand for aluminum ware. This, he declared, is displacing many lines of enamelware slowly but surely.

He does, however, a good business in both tinware and enamelware and stated that his stock is turned four to five times a year.

Women, he says, are buying more paint every season, and he attributes this to the fact that help has been so scarce on many farms that much of the painting has had to be done by women. As a rule, Mr. Torrens says, the women know comparatively little about the paints or how to apply them best or what brushes to use. In selling paints and varnishes, he always aims to tell them all he can that will enable them to get the best results.

"They appreciate any information of this kind," he said, "and it means more sales in the future."

British Steel and Iron Output Grows

London, Eng., Jan. 1.—The National Federation of Iron and Steel Manufacturers figures the production of pig iron in November at 630,000 tons, and of steel at 693,000. For 11 months of 1919 the figures are 6,730,000 tons of pig iron and 7,200,000 tons of steel, indicating for November a slight improvement on the year's monthly average. This compares also with 9,072,000 tons of pig iron and 9,591,000 tons of steel for the full year of 1918. In 1913 the figures were 10,260,000 tons of pig iron and 7,664,000 tons of steel.

Makers of iron and steel are unwilling sellers, and all products are exceedingly strong, with business frequently only possible at an advance of 20 to 30 shillings on open quotations. Steel sheets orders for some thousand ton lots for the Far East have been turned down.

Scotch ship plates have advanced two pounds sterling, and other upward moves were noted in Midland steel ship plates, steel boiler plates and steel angles.

Says Varnishes are Bound to be High

Prices of Various Gums Double What They Formerly Were—All Raw Materials Have Advanced—Labor and Packing Big Factors

THE varnish market is not only strong, but, in the opinion of W. W. Ingersoll, vice-president and secretary of the Dougall Varnish Company, Ltd., Montreal, prices are bound to be firmer, and probably advances may come in the near future.

"All raw materials are firm," said Mr. Ingersoll to HARDWARE AND METAL, "and they are also very difficult to obtain. Prices on most of these materials are higher than ever. Gums, for instance, are costing, in some instances, twice what they were, and this applies to most of the gums used by manufacturers. Stronger markets, therefore, are likely."

Other Materials

Of course the prices obtaining for linseed oil and for turpentine are decidedly higher than they have been heretofore. "There is a world shortage of flax," continued Mr. Ingersoll, "and we shall have to realize that we cannot get all we need of this product. Manufacturers are in a more difficult position every day, for they cannot get deliveries on many raw materials.

"The public will have to realize that high prices will obtain for a long time. The average working man is getting more wages, and is living better. Many are putting money in the bank. They are, as a rule, buying better clothes, and also other things which they need.

50 Per Cent. More for Boxing

"There is not only difficulty in obtaining supplies of many raw materials, but the manufacturer is confronted with higher prices for packages of all kinds. Boxing is 50 per cent. higher, and it is difficult to obtain supplies," said Mr. Ingersoll

When it comes to a consideration of containers, a difficulty has arisen which none could foresee, and which is directly traceable to the unfortunate strike of steel plate workers in the United States. Can manufacturers were unable to obtain the stocks that they had ordered, and which, ordinarily, would have been delivered. Mr. Ingersoll said that the manufacturers had done their best to make delivery but that the situation had been difficult, with costs higher.

Big Business Ahead

"There is bound to be a lot of construction next year. Dealers would be well advised to anticipate their requirements early, and under the conditions of today it ought to be good business to order well ahead of what one needs."

Mr. Ingersoll concluded by saying that there has been for some time a continued healthy tone to business, and the outlook for a brisk season in 1920 is excellent.

Power Resources of the Dominion

Capital Invested in Central Stations in Canada Now Totals $356,004,168—Enormous Percentage of Available Energy is Being Derived From Water Power

THE hardware merchants of Canada are now one of the big factors in the distribution of electrical goods and the important part that electricity is playing, and its steady growth is shown in figures just prepared at Ottawa. The Cabinet Committee on Power has secured data which constitutes the first adequate Governmental attempt to systematically compile a ready reference to the central electric stations of the Dominion. The material which has now been compiled is much more exhaustive and comprehensive in every way than that contained in any previous reference on the subject. It permits a bird's-eye view of the present status of the industry in all parts of the Dominion, and indicates the locations where expansion is readily feasible. A special effort has been made to secure from the various corporations and municipalities information relative to blocks of electric power available for sale; the prices at which such power can be provided; the available sites for industry in the vicinity and the transportation facilities available. The corporations and municipalities have co-operated heartily in this connection. It is intended that, in so far as possible this information shall be kept up-to-date.

Census of Electric Stations

A census of the central electric power stations in Canada, i.e., stations engaged in the sale of electric energy, just completed by the Dominion Power Board in co-operation with the Dominion Bureau of Statistics, disclosed several outstanding features of very great interest at the present time.

The capital invested in central power stations totals $356,004,168, of which 79.5 per cent. is invested in commercial stations, and 20.05 per cent. in municipal or publicly-owned stations. Total employees number 8,874, receiving wages and salaries totaling $7,777,715 per annum.

The total revenue received from the sale of electrical energy is $44,536,848, of which $29,135,399 was secured by commercial and $15,401,449 by municipal plants.

The primary power installation in central stations total 1,884,571 horsepower, of which 78.3 per cent., or 1,444,314 horsepower is installed in commercial stations and 21.7 per cent, or 400,257 horsepower in municipal stations. Of the total primary horsepower installed 1,[illegible] horsepower is derived from water, 180,800 from steam, and 11,410 [illegible] gas and oil.

One of the most important facts disclosed as a result of the statistics is the outstanding position which water-power takes in the central station field. Out of a total installed primary capacity of 1,844,571 horsepower, 1,561,661, or 89.6 per cent., is derived from water. This figure is indicative of the extent and availability of water power resources of the Dominion, and of the remarkable degree to which their adaptability for central electric station work has been utilized.

A census of the total developed water-power in Canada, including several electric stations just completed, discloses the fact that a total of 2,305,810 horsepower is at present installed in Hydro plants throughout the Dominion. This figure indicates that Canada's utilization of Hydro power is even more marked than had been realized. Of the total power 450,000 horsepower are utilized in the pulp and paper industry.

Keep These Dates Clear
February 17, 18, 19, 20

Big Convention Ontario Retail Hardware Association at Hamilton, Canada—Programme Announced Shortly

JUST A FEW SUGGESTIONS IN PASSING

By C. C. FALCONER, of Falconer's Hardware, Winnipeg

WHAT do you talk to your customers about during the intervening moments of making a sale?

Are those precious moments taken advantage of in calling attention to some seasonable line, which, nine chances out of ten, your customer will be interested in, or is that time wasted to both through an unprofitable discussion about the weather, politics, strikes, high cost of living, etc.?

If we would appreciate more fully the opportunities before us in the person of a buyer who has selected our store out of others that he might have gone to, we would take greater pains to make every minute count.

AVOID ARGUMENTS

If we would but realize that before us is an actual result of the expenditure of much effort and money to educate the public to the advantage of dealing with you—you in turn would not throw away that golden opportunity by discussing any of the social or economic questions that might too easily result in an argument, which, of course, should always be avoided.

While it might seem appropriate and acceptable to ask about the family and discuss the early fall of snow or some phase of the weather, they are nevertheless unnecessary and certainly unprofitable.

MAKING MORE SALES

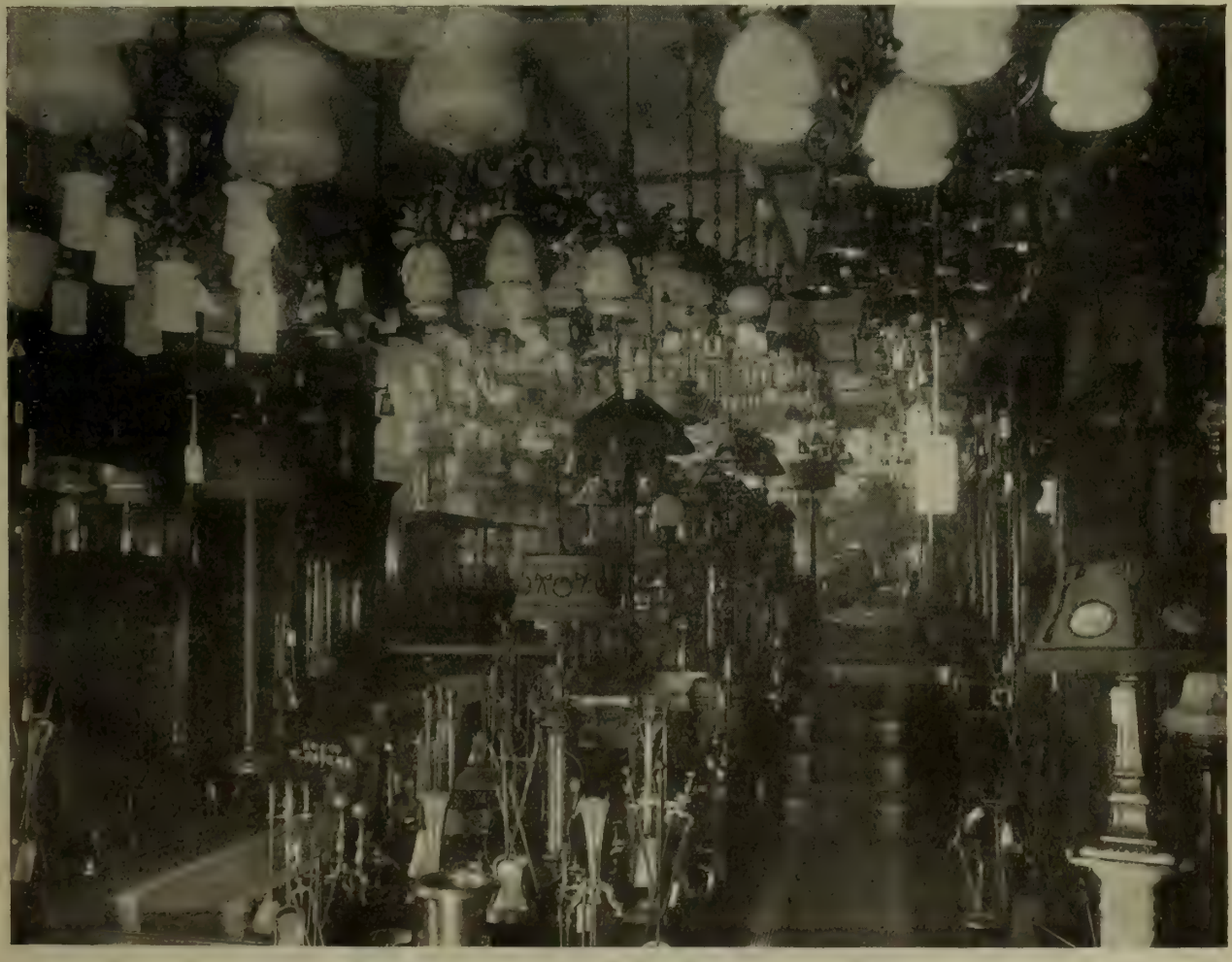
How much better to call attention to some new line just received, which you might ask the privilege of showing, or even an old but very seasonable article which is always a good seller, remembering that more sales are made in the stores that make the greater number of suggestions, either by display or word of mouth.

Thousands of sales are made by utilizing the time of wrapping a parcel, by calling attention to some specific article.

BRINGS GOOD RESULTS

Our plan is to select some line each week, generally one that we have advertised, also displayed in the window. After the customer has apparently had his wants satisfied, we, instead of saying it is a cold day or a hot one, suggest that they could possibly use so and so to advantage, extolling its merits to the extent of your selling ability.

You will find your efforts surprisingly rewarded and well worth the efforts. Try it next week on electric bulbs and see how many more sales you will make, a few more dollars and what is perhaps more important, a few more friends.



There are many suggestions in the above illustration for arranging a store display that will compel the attention of every homemaker. A showing of merchandise like this is effective all the time, perhaps more effective than ever at night when the lights are turned on.

EDITORIAL COMMENT

MAY RAISE RAILWAY RATES

ACCORDING to information received by HARDWARE AND METAL the railways of Canada plan at an early date to make application to the Dominion Railway Commissioners for permission to increase their rates. The increase to be asked for will, it is stated, amount to twenty per cent. This is a large increase, but the railways, it is stated, claim that it is necessary, if they are to pay the wage schedules they have to pay now and meet generally increased costs of operating. Figures just made public in the United States in connection with the railway situation there throw an interesting sidelight on what wage increases mean. They show that no less than 54.06 per cent. of the revenue is now required to take care of labor. This is an enormous percentage, and out of all proportion to anything that was ever experienced in pre-war days. Aside from these considerations, though, the proposal for any increase in rates in Canada has a side that is of keen interest to every merchant in the Dominion. Instead of helping the move to get prices back to a normal basis it will increase them. More than this, it will increase them at a time when the public is in an unsettled state of mind. Obviously this will not tend to allay existing unrest but rather to cause further anxiety.

OUTLOOK IS BRIGHT

AFTER having come through twelve of the most trying months, in many respects, in the history of the Dominion, the people of Canada are commencing a New Year of exceptional promise. When one contrasts the busy, prosperous, happy Canadian public, and conditions that exist in Canada, with the people of many other lands, one realizes to a small extent just what Canada has missed in the way of real troubles. With resources that are, perhaps, richer than those of any country on the globe, with a sturdy and hard-working population, and with ample money to finance development projects, Canada seems to be merely at the commencement of a period of prosperity that may extend over many years. Leading financiers, not only of this country, but of others also, see for Canada in the coming years, development that will mean much. The merchants of the Dominion will, of course, share in this and everywhere one sees evidences that they are preparing for larger business. No merchants are looking forward with more optimism than the men in the hardware trade. In 1919 they enjoyed a full measure of prosperity. Many of them have just ended the most prosperous year in their history, and but for the fact that they could not get the merchandise they needed it would have been even more so. All out through the country districts, and it should be remembered that Canada is essentially a farming country, one hears the same story: "We need more room. We know we can do more business if we add this line and that line. We hope shortly to build a larger store." This has been repeated so often to the writer in the past few months that there is only one conclusion and that is that 1920 is going to see hardware merchants expanding their trade in all directions.

THE ONTARIO CONVENTION

EVERYTHING is going along nicely in connection with the annual convention of the Ontario Retail Hardware Dealers' Association which is to be held at Hamilton next month. A record attendance from all sections of the Province is expected. This is a matter in which every hardware merchant can help. If he comes himself and makes sure that another hardware merchant comes with him, preferably one who has not been a regular attendant, he is doing the finest kind of missionary work for a good cause. The program this year will be one of exceptional interest, and will include many items that will be of real value and real profit to the men in the trade. It had been hoped to hold this year's convention at Niagara Falls, but owing to the impossibility of securing accommodation, Hamilton was again chosen because it is a central point and easily reached, because of the many industries closely allied with the hardware trade that are centred there, and because of the accommodation that is procurable. From an attendance standpoint, the convention will be what the delegates make it. If they turn out as they should, and as they have been turning out at recent conventions, there will be no doubt as to the success of the meetings. The executive has done its part and is sparing no pains to make the program one of the best ever. Now it is up to the merchants to do their share.

Chain Store Idea Invades Hardware Field

Plans of Winchester Co. Under Discussion

THAT retail distributive methods are being rapidly revolutionized is quite apparent to all those who are closely following activities in the retail field.

During recent years obvious rapid strides have been made by chain store organizations selling drugs, tobacco, groceries, candies, paints and varnishes, oils and gasoline, meats, and in many other lines where it has been possible to specialize to more or less extent.

The Canadian hardware trade has been free from this competition to a certain extent but the recent developments in connection with the sale of goods now manufactured by the Winchester Repeating Arms Company, and the many new lines to be added, is causing wide consternation in hardware circles in the United States, and rumors are floating through the Canadian hardware trade regarding the possible entry of this company into the Canadian field on a different basis to previous operations.

BEING WATCHED CLOSELY

The Winchester Company has been known previously been referred to, is receiving more attention in hardware trade circles in the United States than any question that has come up in recent years. Practically all branches of the trade are undergoing a feeling of expectant uncertainty regarding future operations of the company.

The Winchester Company has been known to the Canadian hardware trade as a company manufacturing firearms and ammunition, etc. During the war period this company had a force of 22,000 workers, with a tremendous plant, and it is understood that under the new plans this vast organization will be used for the manufacture and distribution of many hardware lines in addition to the sporting goods lines previously made by the Winchester Company.

TO MAKE MANY LINES

The new company has been chartered with a capital of $30,000,000, and it is understood will enter largely into the manufacture of pocket and table cutlery, razors, fishing tackle, bait, edge tools, flashlights and batteries, and many other lines. During recent months the Winchester Company has purchased six or seven other manufacturing firms who in the past have made some of the lines previously referred to.

The association of Mr. L. K. Liggett as an active member of the board of directors of the new company is interesting inasmuch as Mr. Liggett is well-known through his association with various chain drug store enterprises. It is intimated that the American Tobacco Company is also interested in the reorganized Winchester Company and that in the new plans which are now being developed some of the distribution methods in tobacco and drug chain store systems will be applied to the merchandising of Winchester products.

Mr. Liggett is reported to have said that it is his intention to make the hardware men as efficient as the drug men.

OPEN OWN STORES

While HARDWARE AND METAL is not in possession of an official outline of the new plans it is understood that the Winchester Company will open their own stores in the larger retail centres and appoint special dealer representatives in all the smaller towns and cities. It is stated that exclusive agencies will be given in the smaller towns and cities in return for an undertaking from the merchant that he will sell Winchester products to the exclusion of other competitive lines, that he will take a certain amount of stock in the new company, and that he will purchase an initial stock of goods amounting to a stated amount. It is understood that each of these stockholders, who are also acting as special representatives of the Winchester Company, will receive an advantage of 15 per cent. special discount on the products made by the Winchester Company. These merchants, it is stated, will purchase their goods direct from the Winchester Company rather than through jobbers, and it is also stated that the retailers owning stock in the new company will, on some lines at least, purchase the goods on equally as favorable terms as the jobbers. Plans have been made for a merchandising service, and it is understood that various advertising helps will be supplied to dealer representatives of the Winchester Company, and that the dealers will pay for advertising material thus supplied.

No doubt further details regarding the sales plans of the company will be made known in the near future but at the present time Winchester store plans are the centre of a big discussion in hardware trade circles.

EVENTS IN THE TRADE

Business Changes

Wapella, Sask.—A. M. Nairn, formerly of the Earl Grey Hardware Ltd., Earl Grey, Sask., has purchased the hardware business of Kidd and Clement.

Melbourne, Ont.—Robert Hardy, of London, Ont., and A. J. Staples, of Melbourne, have purchased the hardware business of Ramey & Pettit. Possession March 1.

New Firms

J. Nicoll has opened a hardware store at Battleford, Sask.

The Howden Hardware Co. has opened for business at 30-32 Macdonnell St., Guelph, Ont.

John R. Yeomans & Son have leased premises in the Tye Block at Thamesville, Ont., and plan to open a hardware store and tinsmithing business February 1st.

Obituary

The death occurred at Cleveland, Ohio, of Ralph B. Hamilton, for the past 20 years manager of the Packard Electric Company, of St. Catharines, Ont. He was also president of the Carey Safe Company, of Buffalo; the Packard Fuse Company, the Canadian Standard Products Company and the Precision Manufacturing Company, all of St. Catharines. Three months ago he left to become production manager of the National Safe Company at Cleveland.

Personals

Roderick McAskill has been appointed manager of the implement and automobile section of the hardware firm of McAskill Adamson, Ltd., which recently purchased the business of the Williams Hardware Co., Ltd., at Gladstone, Manitoba.

Fire Losses

In the recent big blaze at Chicoutimi, Quebec, the premises of Adelbert Lepine, hardware and tinsmithing, were badly damaged.

In a fire which swept part of the buisness section at Athens, Ont., the premises of George Flood, tinsmith, were destroyed.

Fire, which started in the storage plant of the Canadian Oil Company, at Fairview, just outside of Halifax, destroyed the warehouses, containing three cars of paint and ten cars of oil, and badly damaged two gasoline tanks, at an estimated loss of $75,000.

Trade Notes

The Northern Iron and Equipment Co. has been registered at Montreal.

R. A. McDade, Parrsboro, N.S., hardware, has assigned to A. W. Moffatt.

The Masurvey Battery Co., Brampton, Ont., has awarded contracts for a $30,000 extension to its factory.

The Western Gay Double Tread Tire Co., Ltd., of Saskatoon, has assigned to the Imperial Canada Trust Co., Ltd.

The Canada Pole and Shaft Company, Ltd., has been granted permission to change its name to General Forgings and Stampings Ltd.

George G. Peck, of Cohocton, N.Y., hardware merchant, is one of the incorporators of March Gold, Ltd., a $1,500,000 company, which has just been granted a provincial charter.

The Canadian National Carbon Company, Ltd., and the Prest-O-Lite Company of Canada, Ltd., Toronto, have jointly purchased a site on which large new factories are to be erected as soon as possible.

Montreal News

Many of the travelling staffs of the various wholesale hardware houses spent the holidays in Montreal.

C. A. Thomas, sales manager in Ontario for the Sherwin-Williams Company of Canada, Ltd., spent the holiday season in Montreal.

George E. Karch, Quebec representative for Lewis Bros., Ltd., spent part of the holiday in Montreal, his family accompanying him.

Western News

Employees of the wholesale hardware firm of Merrick Anderson were in receipt, during the week, of cheques, as a Christmas remembrance from the management. Replies, in acknowledgment of the distribution, were received by the directors, both from the employees at the Bannatyne Avenue building and from the paper plant in Elmwood.

News From Regina

Frederick Ham, of Armstrong, Smyth & Dowswell, Ltd., has joined the travelling staff of the Marshall Wells Co., Ltd., Winnipeg.

J. W. Peart, of Peart Bros., has been elected alderman for a two-year term.

H. Rothermil, of the Wood Hardware Co., is city traveller for Lynch, Parker and Plewes.

W. Parker, of the Canadian Steel and Wire Co., Winnipeg, was in the city on business recently.

Thomas Donald, of Peart Bros., has accepted a position as traveller with the Marshall Wells Co., Winnipeg.

Du Ponts Deny Unfair Trade Practise Charge

Wilmington, Del.—The Du Pont Company denies that it has adopted any practice or method of unfair competition in the Springfield, Ill., district, as has been alleged against it before the Federal Trade Commission. The company states that contracts are not made upon the condition that coal producers shall not use powder manufactured by a competitor, but are simply contracts to supply those producers with powder required for their needs.

Will Make Cooking and Heating Devices

On January 1, the Manufacturing Departments of Heating Devices of the Canadian General Electric Co., Limited, and the organizations of the Canadian Hotpoint Electric Heating Co., Limited, and the Hughes Electric Heating Company, all of Toronto, Ontario, were consolidated to form a new company, known as the Canadian Edison Appliance Co., Limited.

The new Canadian enterprise will continue to manufaoture the complete line of heating and cooking devices that have been manufactured in the past by the above-named companies. The new company states that its purpose is to sell all the complete lines, and carry on the policies of the above companies, in the broadest possible manner.

J. R. Richardson is the managing director, F. M. Dusenberry, sales manager, F. R. Goldsmith, works manager, R. S. Morgan, secretary and treasurer, and W. P. Young, purchasing agent—all of Toronto, Ontario.

Early in 1920, the Canadian Edison Appliance Co., Limited, will open up their new works in Stratford, Ont. The general offices are now situated at 25 Brant Street, Toronto, Ont.

Message From the President

To Members of the Ontario Retail Hardware Association

With the advent of the New Year I desire to congratulate the members of our Association on the success which we, as an Association of retail hardwaremen, have attained during the year 1919 just closed.

During the past year the Association has shown the greatest gain in membership in the history of our organization, and the various service branches of our Association have been conducted in a practical and able manner.

The Executive officers, and our energetic Secretary have devoted valuable time and thought to the affairs of the Association, with highly beneficial results to the Association as a whole.

Our coming convention to be held at Hamilton, Feb. 16-20, promises to excel all previous records. The plans for the convention are progressing favorably, and the complete program will be announced in the near future.

Arrangements for the accommodation of visitors, and provision for display space for exhibitors will, I am sure, be appreciated by them, and will meet with the approval of the members of the Association. The year 1920 will bring many new problems for the retail hardware trade, and I urge each member of the Association to do his part in making our Association bigger and better, and a source of strength for the retail trade.

In conclusion, I urge every hardwareman to attend our next convention, and take part in the discussions. The exhibits will prove of great interest to visitors, and the bonds of friendship formed at the convention will have a good effect on each of us for many months after the convention is over.

That the year 1920 will bring you unbounded health, happiness and prosperity is the sincere wish of

ALF. J. WRIGHT,
President Ontario Retail Hardware Association

Hamilton, Can.,
December 31, 1919.

Closer Trade Relations Planned Between Canada and France

At a complimentary dinner given him in Montreal, Lieut.-Col. Hercule Barre, and who was recently appointed Canadian Trade Commissioner to Paris, expressed his great confidence as to future developments of trade between Canada and France.

Lieut.-Col. Barre, in addressing his fellow members of the Chambre de Commerce, referred to the result of his contact with various Canadian cities since his appointment and whither he had gone to investigate certain conditions. He has also been in contact with the Board of Trade and Commerce at Ottawa. One of the important things which he had observed was that the Department of Trade and Commerce did not seem to be well informed on the matter of Quebec industries. This was due, in part, through the lack of Quebec in not furnishing Ottawa with sufficient data and reports, and with Ontario the case was different, as complete data and reports were supplied.

Will Investigate Condition

Col. Barre pointed out to his audience that one of his first duties when he reached France would be that of visiting devastated areas to find out at first hand what Canada might be in a position to supply to that country in the work of re-establishment. Col. Barre added that he believed that the name of Canada was most popular in France to-day, and that this of course would be an important point in connection with trade development. Col. Barre appears to be very enthusiastic regarding the development of trade relations in the immediate future.

Sees Great Trade Possibilities in India

Lieut. H. T. Adams, of Edmonton, Tells of Opportunities for Canadian Manufacturers—Says Study of Export Needs Would be Profitable

LIEUT. H. T. L. ADAMS, of Edmonton, who has been for some time attached to the Indian Army, was in Montreal on his way home. Mr. Adams, while overseas, was observant as to the possibility of developing trade with the Indian Empire. He believes there is a great opportunity there for Canadian manufacturers and that a close study of the needs of the country would reveal these possibilities. Mr. Adams made the observations that some of the attention which is now being paid export to the other European countries might well be diverted to India.

Among the lines for which there would be a ready sale and an extensive demand are machinery of various kinds, particularly for the extension of irrigation work, and for railway, electrical and mining purposes. In addition to these lines there also would be a big demand for textile manufacturing machinery and for automobiles and motorcycles.

Prompt Action Needed

Mr. Adams pointed to the fact that the United States was at present getting a great deal of trade in India. In this connection, he quoted figures to show that imports from United States had been greater than those from Canada in the years 1917 and 1918.

One of the important points developed by the speaker was that with regard to the superficial knowledge possessed by the average business man in India regarding the geographical size of the Dominion of Canada. This would leave room for an educational campaign regarding the size of this country and its importance.

DEATH OF S. C. JOHNSTON

The death occurred at his home in Racine, Wisconsin, of Samuel C. Johnston, president of the S. C. Johnston & Son Co., manufacturers of floor wax and oils. He was 86 years old, and, prior to becoming a manufacturer, conducted a bookstore.

Board of Commerce May Investigate Any Abuses of the Customs Tariff

Statement Issued Explains Attitude of the Board in Regard to All Merchandising Probes—Cement is Cited as Example of Customs Tariff Regulations

REASONS why the Board of Commerce is conducting investigations into various commodity prices and its powers in connection with any such probes are set forth in a statement which has been issued by the Board in connection with an inquiry which may be made into alleged customs abuses, as follows:—

The following statement was handed out by the Board of Commerce this morning:

A recent pronouncement by this board of its intention to investigate and discover whether or not the customs tariff was being taken advantage of to unfairly enhance prices of necessaries of life seems to have been so misunderstood as to cause some wonder, and express their wonder whether this board's investigation would render unnecessary a said to be intended investigation of the tariff by a Government appointed tariff commission.

Investigate Any Abuse

This board is not concerned with the excellence or propriety of any form of customs tariff, whether one for protection, for revenue, or otherwise. It will take the tariff as it finds it, presuming neither to criticize nor to commend the political wisdom of those who framed it. So taking it, the board will endeavor to discover whether any are abusing it or perverting it to a non-intended end—the exaction under its cover of greater profits than, without it, if the competing parties were on even terms, the abusing or perverting party would have been enabled to exact.

Provides Machinery

The object of section 24 of the Combines and Fair Prices Act, 1919, is, in the judgment of this board, to provide a machinery whereby the Governor-in-Council may be apprised by and through this board whether "the making or taking of unfair profits on any necessary of life is facilitated by the duties of customs imposed on such necessary of life," whereupon "the Governor-in-Council may direct either that such necessary of life be admitted into Canada free of duty, or that the duty thereon be reduced to such amount or rate as will, in the opinion of the Governor-in-Council, give the public the benefit of reasonable competition."

The Governor-in-Council can act upon the result on an investigation by this board only in cases where this board has investigated. To know whether unfair profits have or have not been taken or facilitated, this board must first investigate. To ever become apprised so that he may act under Section, this board must have (a) investigated and (b) reported to the Governor-General-in-Council. The reason for a report at all is so that the Governor-General-in-Council, if he pleases, may act. This board reports to the Governor-in-Council as to tariff effect only, because it cannot itself act. When exercising its ordinary jurisdiction it does not report to him, because, by statute, it can act.

Board's Powers

To more clearly define the board's powers and intentions, suppose a tariff commission were to be sent out, that it had reported, and Parliament had provided a totally new tariff based upon a totally different principle, whatever it may be, from that of the present tariff, this board's position is that Section 24 of the Combines and Fair Prices Act would still be there, and apart from all other powers of this board, authorize re-investigation as to whether the newly provided tariff was being utilized for the purpose of unfairly enhancing prices.

Some of those who have impugned the board's powers have thought it to be necessary as well to impugn the capacity and disposition of the board's personnel. Such criticisms as a matter of practice the board treats as self-answering.

Abuse of Customs

There really can be such a thing as the abuse of a customs tariff, which even a protectionist can recognize.

As illustrating the increased protection enjoyed by certain Canadian manufacturers during and since the war owing to (a) their competitors ceasing to be the manufacturers of Great Britain, and competition being with the manufacturers of the United States, and (b) the imposition of the war tax, the following illustrations are given:

Effective protection prior to war, chief competing country, Great Britain—Page 40, Item 521 of the tariff, gray cotton fabrics, 15 per cent. Page 40, Item 522 of the tariff, white or bleached cotton fabrics, 17½ per cent. Page 114, Item 290 of the tariff, Portland Cement, 7c per 100 lbs., 24½c per bbl.

Effective protection during and since the war, chief competing country, United States—Page 40, Item 521 of the tariff, gray cotton fabrics, 25%+7½%=32½%, as against 15%. Page 40, Item 522 of the tariff, white or bleached cotton fabrics, 25%+7½%=32½%, as against 17½%. Page 114, Item 290 of the tariff, Portland Cement, 50 lbs. 35c+7½% on value of cement, or say 15c total=50c, as against 24½%.

Note.—From the first two items there has to be deducted something (less than 2½%) on account of war tax levied upon the raw material used. Nothing, however, requires to be deducted from the Portland Cement, all the raw material used in the manufacture being found in Canada. The net results are as follows: Item 521, before war 15%, during war 32½%, loss 2½%, or 30%, increase 100%. Item 522, before war 17½%, during war 32½%, loss 2½% or 30%, increase 71½%. Item 290, before war 24½% per 350 lbs., 50c per 350 lbs.

What this board proposes to do is to trace and report the effects of cases like the preceding. If no impropriety is disclosed it will be well to know that the facts are so.

INCORPORATIONS

Coulter Wood Products, Ltd., capital $50,000, head office Hamilton, Ont., plans to manufacture and deal in wood products of all kinds.

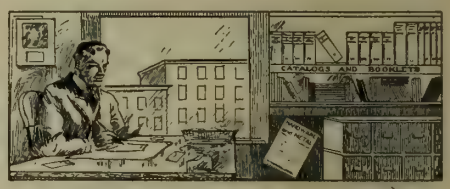
Baldwin's Canadian Steel Corporation Ltd., capital $2,300,000, head office Toronto, plans to carry on a general iron and steel business.

March Gold, Ltd., head office Toronto, capital $1,500,000, plans to carry on a general business in treating and smelting ores and metals.

St. Thomas Boxes Ltd., St. Thomas, Ont., capital $20,000, plans to carry on a general business as manufacturers of paper and wooden boxes.

Aluminum Steel Products Ltd., capital $250,000, head office Owen Sound, Ont., plans to manufacture and deal in aluminum, steel and bronze goods.

The Wilkins Automatic Regulator Co., Ltd., capital $100,000, head office Toronto, plans to manufacture and deal in automatic pressure and water regulators, also hardware and machine supplies.



THE CARBORUNDUM COMPANY

The Carborundum Company, of Niagara Falls, has issued a most attractive calendar for 1920. At the top is shown, in rich green, a view of the whirlpool rapids and the whirlpool from the De Veaux Woods. As the calendar is thirty-six inches in width, the illustration is an exceptionally fine one, and does ample justice to one of the finest bits of natural scenery in America. Below is the calendar, and at each side views of the company's factories.

J. H. WILLIAMS & CO.

J. H. Williams & Co., makers of Superior Drop-Forgings and Drop-Forged Tools, with works at Brooklyn and Buffalo, N.Y., have just issued a catalogue, 4 by 6 in., 160 pages, fully illustrating and describing their standard stock specialties. These include several new lines of goods, viz., "Agrippa" Turning-Tool Holders, Set Screw Pattern, "Agrippa" Boring Tool Posts, "Vulcan" Forged Cutter Tool Holders, and several new assortments or sets of Drop-Forged Wrenches. The book contains, also, a description of the drop-forging process, in very simple, non-technical style, for the benefit of those not conversant with its details. Readers of HARDWARE AND METAL who desire copies of the catalogue, may obtain same upon request.

At the annual meeting of the Commercial Travelers' Association of Canada, held in Toronto, E. Fielding, of E. Fielding & Son, dealers in linseed oil and turpentine, was re-elected as treasurer.

Montreal Court Decides Against Metal Company

Judge Holds That Defendant Did Not Act in Good Faith at the Time Bound by Contract Made With Plaintiff

AN action was decided in the Superior Court of Montreal by Mr. Justice Guerin, relative to a breach of contract as between the North America Iron & Metal Company and Winter G. Garrett, manufacturer in New York, $2,000 damages being awarded.

The action of Garrett was for $5,250. He claims that on March 20, 1918, the defendant accepted an order from him, and agreed to deliver in New York, 15,000 pounds of high-speed steel scrap, and for which he undertook to pay 35 cents a pound cash, on delivery. When the steel arrived in New York it was not delivered to him, but plaintiff claimed that the defendant sold it to the Crucible Steel Company of America for $4,856.25. He needed the metal promptly, in order to fill a war contract he had with the United States Government, and so, through defendant's failure to execute her agreement, he said he lost a profit of at least 100 per cent. on the order. His claim for $4,250 was based on this percentage.

Denies The Charge

The defendant denied that there had been any breach of contract. The metal was forwarded to New York, she claims, for acceptance by the plaintiff, subject to his inspection. Having neglected to make the inspection, when notified of the arrival of the steel, she sold it to another party.

The Judge Differs

In summing up the case, Mr. Justice Guerin said that the evidence established that the steel was sold to the Crucible Steel Company actually before it reached New York. The circumstances convinced him that defendant had not acted in good faith at the time she was bound by the contract made with the plaintiff. He, therefore, argued that she was liable to plaintiff in damages. The measure of damages, according to the jurisprudence of this province, was the difference between the price stipulated in the contract and the market price of the goods at the place of delivery, and which was, in this case, New York.

In this case, damages could not be measured by this standard, as, owing to conditions arising out of the war, there was no market at the time in New York, and plaintiff had to come to Montreal to get his steel scrap. Proceeding, therefore, to assess the damages in accordance with the actual circumstances of the case, Mr. Justice Guerin found that defendant was liable to pay to plaintiff a sum of $2,000, to indemnify him for the loss caused through her failure to execute the contract sued upon. Judgment was rendered accordingly, with costs of the action against plaintiff and the interest on the amount of the judgment, as from July 12, 1918.

Low Tariff Forces in Saskatchewan Not To Be Divided In Coming Battle

REGINA, SASK.—The low tariff forces are not to be divided. This is assured now, because the Liberal executive of the Federal seat of Maple Creek, which is now represented by J. A. Maharg, president of the Saskatchewan Grain Growers' Association, has decided against placing a Liberal candidate in the field at the next general elections, and supports a policy of giving right of way and a clear field to the new party forming under the auspices of the farmers on the platform of the Canadian Council of Agriculture. The situation has been watched with keen interest by business men all over the province.

A statement which has been issued emphasizes that the entire Liberal executive, which was elected a year ago at the annual convention, has decided on this course because they believe that the platform of the Liberal party and the Canadian Council of Agriculture are identical in principle, and, as Liberals, they are committed to principles rather than to a mere party name, and are most concerned in securing the triumph of these principles. Being anxious that the low tariff forces shall not be divided, the Liberal executive has, consequently, favored giving the right of way to the political movement, as this, they believe, is the wisest course to follow in the best interests of the country. The statement concludes as follows:

"In thus vacating the field for the new party, this executive extends to the Grain Growers' committee its very best wishes for their full and permanent success, good wishes tempered with no jealousy, and no regrets that the burden of keeping up the fight for the principles has been shifted to other shoulders. If the new party can so awaken public sentiment as to cause the work to fall on the many instead of the few, they will have accomplished something in itself very much worth while."

Sheffield Cutlers Form New Organization

SHEFFIELD, ENGLAND.—Half a dozen firms in the Sheffield cutlery trade have formed an association, with a view to joint practical action, so far as their interests are identical. This will entail the running of a factory for the making of parts needed by members of the organization. It leaves the individual firms free to proceed on their own lines in the competitive markets, but renders them the aid of co-operative action in the manufacturing stages.

Sees Record Trade Coming in Automobiles

Of special interest to every hardware merchant who sells automobile accessories, are the remarks of A. L. Ormrod, chairman of the Dunlop Rubber Company, at the annual meeting held in London, England. Discussing the outlook for the future in the automobile business in America, he stated that the output of cars for 1919 was, approximately, 6,250,000. This number, he said, would, no doubt, be very greatly increased in 1920, as everywhere manufacturers were taking steps to quicken and increase their production, and were running far behind with orders. For the next two years especially, Mr. Ormrod predicted enormous business. In order to meet this, he stated that the firm is embarking on extensions to its holdings, which will eventually give it 100,000 acres of rubber plantation. Its holdings at present produce 3,600,000 pounds of rubber annually. By 1935, it was planned to have a production of 24,000,000 pounds. The shareholders decided to increase the company's capital by £1,000,000, making it $7,500,000.

RECORD SALES

Regina, Sask.—Skating was never so popular in the history of this city, and one result has been to practically clean hardware merchants out of their stocks of skates and hockey sticks. There has been a record sale of skating coats also.

A skating club has been formed and a great many of the members have purchased waltz and figure skates so that they can waltz on the ice to the accompaniment of music. The opening of a large stadium has also been a factor in increasing the sale of skates. At the present time it is difficult to obtain skates here.

Frederick Moore, of the Hamilton Stove and Heater Co., Hamilton, is calling on the trade in this district.

Robert Watt, formerly of Cadillac, Sask., has joined the sales staff of Armstrong, Smyth and Dowswell, Ltd.

THE CLERKS DEPARTMENT

MANY BARONS OF BUSINESS WERE HUMBLE PIONEERS

Many Men Have Won Success by Leaving the Beaten Track—Career of C. A. Stone, of Stone & Webster, a Striking Example of Business Courage

FORTUNE can rarely be overtaken by following the beaten track. Most of the notable successes in business and finance have been won by those who either opened entirely new paths or greatly broadened and developed old ones.

John D. Rockefeller was the first to grasp and carry out on a large scale the idea of combining many small concerns into one powerful corporation. E. H. Gary did the same thing on a smaller scale in steel in the early days, and so did Charles M. Schwab later. Henry Ford, John N. Willys, William C. Durant and other forward-looking stalwarts jumped into the automobile arena and developed it from an infant industry to one of the most important in the country. Thomas A. Edison, Alexander Graham Bell and Theodore N. Vail were all pioneers. Frank W. Woolworth made a fortune by seizing and holding on to a new method of merchandizing. Julius Rosenwald did the same thing.

Henry C. Frick took hold of the coke business when it was in its swaddling clothes and made of it a giant. George Eastman transformed photography from the complicated plaything of the few, so simplified and cheapened it that he brought it within the reach of all. John N. Patterson did something similar with the cash register. William H. Nichols made up his mind to become a manufacturer of chemicals because he saw that the field could be tilled with greater scientific knowledge and to more profitable account than ever before. E. C. Simons, of hardware fame, and James B. Duke, the tobacco king, took hold of existing industries but developed them along new and very much broader lines. Minor C. Keith penetrated Central America and achieved fame and fortune by his labors to transform it from a fever-stricken waste to a tropical fruit garden. Frank A. Vanderlip organized and developed a new phase of national banking and more recently conceived an improved method of conducting international, financial and commercial operations.

Charles A. Stone also made his mark originally by venturing into a little-known field, according to B. C. Forbes, in "Forbes' Magazine."

Born of quite moderately well-to-do parents at Newton, Mass., on January 16, 1867, Charles Augustus Stone, after his ordinary schooling, entered the Massachusetts Institute of Technology. A class was being founded in electricity, and among the few who joined it were this youth and another, Edwin S. Webster, also of Massachusetts parentage. The two became pals from the day (in 1884) when they were given adjoining seats at the entrance examination. They were about the same age, both had had a good upbringing, both were noted for their enthusiasm, both radiated optimism. Both saw in electricity a power that would revolutionize industry, and both applied themselves to studying every phase of it with diligence, determination and purpose.

By and by this Damon and Pythias friendship became one of the features of "Tech." life. It came to be assumed by others that they would join forces on entering the battle of life. And Stone and Webster also sort of understood they would keep together.

On leaving college they did not feel justified in launching their firm right away. Young Stone found a $5.80-a-week job with an electrical welding concern and contrived, by careful scraping to live strictly on his income—he did not want to appeal to papa for aid. The managers of the concern had not had the advantage of a scientific course in electricity, and when their young apprentice proved conclusively that their process could not accomplish the results they imagined, instead of being encouraged to set to work to improve the process, he was frowned upon. In this instance it was not a case of a little knowledge being a dangerous thing, but of scientific knowledge being adjudged a dangerous thing.

However, Stone was not made of wobbly, easily-repressed stuff. He soon found an ideal place as assistant to the famous Elihu Thomson, chief engineer of the General Electric Company, a man who not only was a scientist, but had a fine business brain. In this atmosphere the young engineer found vent for his talent and his industry. The privilege of working with a master electrician like Thomson proved invaluable. Here Stone not only learned to apply in practice the theories he had learned in school, but had opportunity to grasp sound business principles which were to be applied with noteworthy effectiveness throughout the young engineer's life.

While Stone was thus getting practical experience, young Webster was learning the ways of finance as a clerk with Kidder, Peabody & Company, the influential Boston banking firm of which his father was a member. Neither had any intention, however, of continuing long as mere employees. They were ambitious to strike out for themselves. And presently they did.

"We both had confidence," Mr. Stone told me, "that although, industrially, electricity had then made little progress, it was to become a factor of tremendous importance."

In my heart-to-heart talks with successful men the importance of making friends is repeatedly emphasized. If a youth has made no particular impression upon his fellow students or upon his teachers, if he has failed to become recognized as above the mediocre, either as a scholar or an athlete, if he has not been honored in any way by his classmates, and if in his early business or professional career he has not been singled out in any respect whatever to fill some honorary position in the gift of his friends or associates, the deduction drawn by those in search for the right stamp of young man is that he must be a person of no unusual personality, no conspicuous force, no ability to become a leader. That Stone and Webster had inspired the confidence of the college authorities is reflected by the fact that when they opened their humble office the president of the Institute referred to them all inquiries received regarding the application of electricity to industry.

The two young men—they had just turned twenty-one—took a step which showed their business acumen; they engaged the Institute's two most eminent professors as consulting engineers. They wisely reasoned that any important business man who might hesitate to entrust costly contracts to two beardless boys would have his doubts removed when the dignified professors appeared on the scene as the firm's consulting engineers. Incidentally, also, the young men were sensible enough to realize that they themselves did not know anything, and that the co-operation of older heads would be of material assistance.

John D. Rockefeller once told me that he never had enough capital to do all the business he wanted to handle. Like Rockefeller, Stone & Webster had to depend upon their gray matter rather than upon their money, for they had no resources to speak of. Their staff consisted of one bright office boy who, lamenting that the office could not boast of a typewriter, and anxious to enhance the standing and credit of the firm, when any client was interviewing the partners inside the partition, manipulated the door of the small safe so that it would "click, click" a la Remington! Even then, apparently, Stone & Webster had learned how to inspire loyalty in their help!

The First Big Venture

An enterprising paper manufacturer asked Stone & Webster whether it

would be possible to harness the waters of a river fifteen miles away, convey electrical power to his mills, and run the plant at less than the cost for steam. The engineers surveyed the field, calculated that 1,000 horsepower would be necessary and, although it was a big undertaking, beset with novel problems, they would undertake it. Like Edison when he began to install electric light in New York, the firm found they had to invent many of the necessary tools, much of the requisite machinery and overcome difficulties new to engineering. Both partners devoted their wholehearted energy to the project, for they realized that Opportunity had knocked at their door.

When the newspapers and the technical journals announced how two youthful engineers had transformed falling waters into electric current and set this current to running an industrial plant miles away, many men of affairs took notice. Investigation revealed that the experiment was a complete success. The fame of Stone & Webster spread, and negotiations for other contracts were opened.

Then came the panic of 1893. It swept away numerous concerns, but it was the means of enabling Stone & Webster to gain a sure and solid foothold. Among those who had learned of the capabilities of the two young men were a syndicate of bankers headed by J. P. Morgan & Company, and when these bankers were called upon to carry out the task of financing the General Electric Company by taking over all its outside properties, including railway and lighting plants in fifty cities, they requested Stone & Webster to appraise the worth of each property. The bankers also indicated that they would be grateful if the firm could help to find purchasers for some of the properties. Satisfactory deals were arranged in most cases, but nobody could be induced to buy the General Electric's interests in Nashville, Tenn. Mr. Stone was the only person who had faith in its potentialities, and he told the bankers how he felt. They promptly offered it to him for $60,000.

Stone & Webster had no such sum at their command. The most they could corral was one-third of the total. First they sought to interest Boston bankers and financiers to either join them in the venture or lend them the balance. On every side deaf ears were turned to them. Next New York was combed—with the same disheartening result.

Succeeds in Raising Capital

Charles A. Stone, however, had supreme confidence in his judgment. He knew the property was a bargain. He knew he could rehabilitate it. He knew it could be turned into a money-maker with skillful management.

He felt that he had reached a turning-point in his career. Success was beckoning to him across a gulf, but to bridge that gulf looked impossible since it could be bridged only by what they didn't possess, capital.

Off he went to Chicago in search of a sympathetic capitalist. At last he prevailed upon one, J. L. Harvey, to visit and examine the property. Stone exuberantly pointed out its merits and its possibilities, but do what he might, he could not inoculate Mr. Harvey with enthusiasm. In his anxiety to attain his end Stone was willing to grant a large share of the prospective profits. The capitalist had no faith in profits not yet earned, but he was so convinced of the engineer's trustworthiness and ability that he agreed to lend the necessary $40,000 to complete the purchase.

Within five years the $60,000 property was sold for more than ten times that amount! Mr. Harvey had received his money back, with interest, in less than a year, paid for from earnings.

Always Room at Top

"We want every young fellow in our organization to get on," Mr. Stone told me enthusiastically. "We believe in promotions. We believe in giving every fellow a chance to rise to the highest position he is capable of filling. Many of our men draw large salaries, and there is always plenty of room towards the top. We also share profits with those who help us to earn them. Each man feels that he is just as much a part of the organization as Mr. Webster or myself.

"Where corporations complain that it is difficult to get and keep the right kind of employees you will find that the fault usually lies with the employers rather than with the men themselves. The system of assigning a man to one particular job and trying to keep him there year after year as if he were an inanimate piece of machinery is all wrong. In a democracy every man should be afforded the fullest possible opportunity to better his rank. Because an employee fills one position very satisfactorily he should not be penalized by being kept there for the rest of his life; he should be rewarded by being given an opportunity to fill some higher position with equal satisfaction.

Cannot Steal Them

"Not infrequently other concerns offer men in our organization big salaries and we make it a rule not to dissuade a man from going if he is to better himself. Were we employees instead of partners we would like our employers to take a similar view.

"Success in life, to my mind, depends very largely upon putting yourself in the place of those with whom you are dealing and trying to see things through their eyes. To do unto others as you would have others do to you is just as applicable during the week as it is on Sunday. It is sound business sense. Success cannot be built on ability unless it carries with it reputation and to gain a reputation you have to win it—you have to deserve it."

Grew Rapidly

The electrical engineering department of their business also grew rapidly. It is significant that most of their construction work for others has been done on commission, their remuneration consisting of a percentage of the total cost. The industrial and transportation world years ago learned that Stone & Webster could be entrusted to carry out work on these terms just as economically as if they were doing it for a stipulated contract price.

"Every employee understands that he must do the very best he can to save money and achieve the right results whether he is working solely for us or for one of our clients," Mr. Stone explained to me. "We impress upon our men that they can advance themselves and advance the firm only by rendering satisfactory service to those we do business for. No distinction is drawn between work done at our cost and that done at the cost of clients. We urge our employees always to put themselves in the other fellow's place and act accordingly, just as we ourselves try to do in our relations both with our customers and our employees."

FREIGHT RATES MAY AGAIN BE INCREASED

(Continued from page 33)

to 20 per cent., in conjunction with conditions such as retailers have been face to face with for some weeks, shortage of goods, delays in deliveries, and so on, might be to further unsettle the public as higher prices would result. This is not what merchants want as it is generally recognized that the sooner business gets back to somewhat normal conditions the better it will be for everyone.

The premises of W. A. Steiper, stoves, tinware, etc., St. John, N.B., were damaged by smoke and water.

ONLY A QUESTION OF METHOD

—Indianapolis "News."

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

WORKRITE HYDROMETER

The Workrite Manufacturing Co., Cleveland, Ohio, are putting on the market a hydrometer outfit which they claim is an article that has been needed for a long time. The set consists of a one-gallon water jar, which is lined around the mouth with soft rubber, and a hydometer syringe, which has a large pear-

Hydrometer Outfit

shaped bulb, said to be made from almost pure gum, in order to stand hard wear. The glass barrel is made carrot-shape, in order to facilitate its floating, and the glass is said to be of a thick, tough variety, made to stand hard bumps and knocks.

The manufacturers claim they have designed the hydrometer outfit for fast and rough usage, necessary in battery service stations and garages, and guarantee their standard float.

They also claim that, owing to the rubber-lined mouth of the water jar, the syringe may be let drop in the jar without doing any harm to either.

FAMILY MOP WRINGER

The Family Mop Wringer, manufactured by the Bouquet-Brownson Company, Inc., St. Paul, Minn., is claimed by the manufacturers to be one of the most useful labor-savers around the

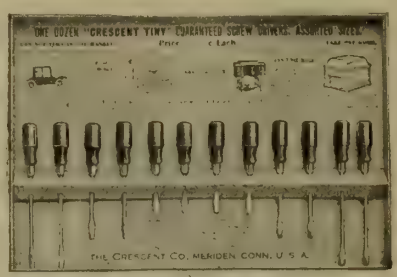
Mop Wringer

home. Owing to the convenient size, it is readily moved to suit the operator.

The manufacturers state that the operation is very simple, consisting of one stationary roller and one roller attached to a spring treadle, which automatically springs open, so as always to be ready to receive the mop. By a pressure of the foot on the treadle, it is stated, the top roller binds on the stationary roller, according to the weight put on the treadle, and the mop is wrung by pulling through the two rollers when compressed. The mop, it is stated, is very strongly made, and is built for service.

CRESCENT TINY SCREWDRIVERS

The Crescent Company, Meriden, Conn., U.S.A., are putting on the market an assortment of screwdrivers called Crescent Tiny screwdrivers, which they claim are made from high-grade screwdriver steel wire, hand forged, hand polished, hardened and tempered. They also claim that the blade will not turn in the handle or the points of blades will not easiy twist or break, and that they were designed for use on the following in mind: Typewriting machines, adding machines, talking machines, sewing machines, spot lights, door knobs, magnetos, eye



Screwdrivers

glasses, clocks, watches, locks, guns.

Thee have imitation rosewood handles, with nickeled ferrules, and are packed in an attractive counter display box containing one dozen assorted small, medium, and large screwdrivers in each display.

UNIVERSAL SAW SET

The Marble Arms & Manufacturing Co., of Gladstone, Michigan, is putting on the market a Universal Saw Set for which the following claims are made: This device accomplishes accurate work when placed on any smooth surface and the saw held rigidly in perfect line. Its adaptability to all work makes it very valuable. The adjustable and reversible set block permits setting the saw for hard or soft sawing. A combined set and gauge makes but one operation necessary to insure a perfect cutting tool. Two plungers are included, one for large and one for small saws of every description. These plungers are quickly changed by the aid of a screw driver.

The Universal Saw Set is practical in design, and made to render years of service. It is adaptable for use in lumber camps and mills, as well as by contractors, carpenters, and anyone who uses a saw.

Thermometers

Geo. D. Dahmer Hardware, Conistogo, Ont.—Where could we procure Government-tested thermometers?

These may be procured from Wilder Pike Thermometer Co., Inc., Troy, N.Y. —Editor.

Marvel Heater

Edwards & Rose, Lindsay, Ont. —Please advise us who manufactures the Marvel Heater?

Several firms make a heated called the Marvel. The Galt Stove and Furnace Co., Ltd., Galt., Ont., can supply repairs for the Harvel heater made by them. This heater was also manufactured by the Canada Foundries and Forgings, Ltd., Brockville, Ont., who have discontinued its manufacture and cannot supply repairs for same.—Editor.

Imperial Oak

J. M. Adam, St. Marys, Ont.—Please advise who makes the No. 514 Imperial Oak at Merrickville, Ont.

The name of the firm is: The Percival Plow and Stove Co., Ltd., Merrickville, Ont.—Editor.

BUYS CEMENT PLANT

Birmingham, Ala.—The Atlas Cement Company, said to be the second largest concern in the United States, has acquired control of the Standard Portland Cement Company at Leeds, in the northeastern part of Jefferson County, and will make extensive developments there, practically doubling its works.

The same management as now obtains at Leeds will be continued. More than $1,250,000 is involved in the transaction.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

HIGHER prices continue to affect many hardware lines and very important changes are recorded this week. The following are some of the most important: Wrought washers, clay picks, mattocks, Disston saws and trowels, also some of North Bros.' products. Range boilers, cistern, well and cylinder pumps, cast dampers, whips, wrecking bars, wax, black and galvanized sheets, pig lead, spelter, antimony, tin, copper, tennis racquets, lamp wick, Easy bolt clippers, hockey sticks, Tucker alarm tills; also some lines of vises, planes, hand screws and bar clamps all are quoted at advanced prices.

An advance in boiler tubes of from 1 to 3 cents is expected during the first week of the New Year and higher prices on brooms, belting, leather goods, shellac, tools, stoves, wares, cement, also brass hardware of various kinds may be expected in the near future.

Many manufacturers, jobbers and merchants are taking advantage of the quiet spell during the holiday period to take inventory. Jobbers report that shipments generally are coming very slowly and some lines are exhausted. This is attributed to the great scarcity of materials in nearly all lines.

MONTREAL MARKETS

MONTREAL, Dec. 31—Advances of importance have been made during the week, iron and steel being the premier item, and various sizes being marked up ten cents per 100 pounds. An added charge also is made for sizes smaller than 3/16 of an inch in thickness. Wrought and cast washers are higher in price. Cast dampers are advanced. Whips are about twenty per cent. higher. Crow and claw and also wrecking bars are higher. Plasterers', brick and pointing trowels are marked up. Wax is higher and very scarce, while black and galvanized sheets are higher. Pig lead, ingot tin, copper, spelter, antimony are all marked up again. Stoves are on a very firm basis and may soon advance, while the undertone is likewise strong on various wares. Chain prices may be higher at any time. The markets in general are very strong. Tools are tending higher as are also brass hardware of various kinds. Most of the jobbers are engaged in stock-taking. Holiday lines have sold exceedingly well.

Wrought and Cast Washers; Tools Up

Montreal.

WASHERS, TOOLS.—Advances are effective for wrought washers, the discount being reduced from 50 to 45 per cent. Cast washers, too, are higher in price, the new price being 6½c per pound. North Bros.' line of tools has also been advanced in price, the increase being about 12½ per cent.

Dampers Are Up; Whips and Glue

Montreal.

DAMPERS, WHIPS, GLUE.—Prices for cast stove pipe dampers are higher, with $15 per gross applying for 5 inch; $16.50 for 6 inch; and $21 per gross for 7 in.

Whips are marked higher, too, the extent of the increase averaging 20 per cent. to 30 per cent.

Glue is higher. The makers have issued a new list, which is materially higher, and the discount, too, has been altered from 25 per cent. to 33 1-3 per cent., making a net advance to the trade.

Crowbars, Picks, Trowels Higher

Montreal.

BARS, PICKS, TROWELS.—Prices for crowbars are advanced to $10 per hundred pounds. All kinds of clay and rock picks, grub hoes and mattocks are marked higher. The new prices for clay or rock picks are $11.50 per doz. for 5-6 lbs.; $12.50 for 6-7, and $13.50 for 7-8 lbs. Claw bars are quoted at $11.75.

Roofings Marked Ten Cents Higher

Montreal.

ROOFINGS.—Prices are again higher for roofing papers, and this is in accord with the tendencies recently pointed out in HARDWARE AND METAL, the reports of last week advising how strong the market has been for all material used in their manufacture. The increase amounts to ten cents per roll.

Refined coal tar is selling at $8.25 per barrel, and crude coal tar at $7.

Nails Are Steady At Advanced Rates

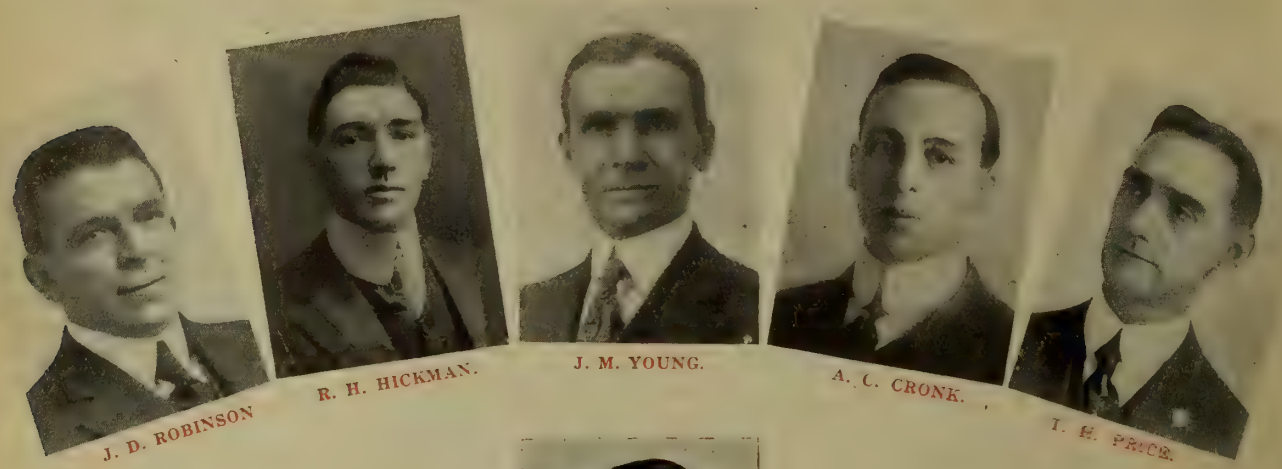
Montreal.

NAILS AND WIRE.—While there has been a fair movement of nails, the very cold weather conditions naturally retard building operations to an extent, and still, if the temperatures are not too low, much building will be done this winter. The nail market is firm at $5.25 base, for standard wire, and $5.35 for cut. Wire is unchanged at $5.25, base, for smooth steel.

Little Rope Trade; Cottons, Jutes High

Montreal.

ROPE AND CORDAGE.—Prices have remained steadily unchanged on all sisal and manila ropes, but the undertone is firm, and the tendencies upward on cottons and jutes. Base prices: For pure manila, 31c; British or Beaver manila, 26c, and sisal, 22½c.



O.P.W. Executive

CHARLES HICKMAN.

Charles Hickman, ***President and General Manager***

J. M. Young, ***Secretary-Treasurer***
A. C. Cronk, ***Accountant***

R. H. Hickman, ***General Sales Manager***
J. D. Robinson, ***Toronto Manager***

T. H. Price, ***Advertising Manager***

Ninety-Six per cent of the Stock of *Ottawa Paint Works, Limited, is owned and controlled by Charles Hickman and J. M. Young.*

The remaining shares are divided among the personnel of the Company for the purpose of enabling the holders thereof to participate in formulating all executive policies.

The report has been widely spread that **Ottawa Paint Works, Limited,** has been absorbed by other interests and the above announcement is made for the purpose of refuting such rumours, regardless of their source of origin.

Our salesmen are ready to call for your **spring order** and at the same time explain to you our **1920 dealers' sales campaign. Watch the columns of this paper.**

Yours truly,

OTTAWA PAINT WORKS, LIMITED
Charles Hickman
PRESIDENT & GENERAL MANAGER

COMPLIMENTS

OF THE SEASON

Watch Us Grow in Nineteen-Twenty

WE believe that our clients are just as eager for our commercial success as we are. On every side it is conceded that our policy in treating our customers squarely is the fundamental of our phenomenal growth.

By continuing to offer to the trade goods at **Highest Quality Made in Canada,** the merits of which are expounded by the most aggressive sales force on the map, we confidently expect that in a very short time it will be as natural to ask for **"O.P.W."** as it is to say **"Good Morning."**

Better Service - Better Paint - Better Profits

Oils, Gasoline Firm; Wax High and Scarce

Montreal.

OIL, GASOLINE, WAX.—Coal oil prices are steady this week, but unchanged, the various grades selling at 22-25c per gallon. No advance has been made for gasoline, and the demand, owing to limited snowfall here, has been seasonably heavy. Prices are from 33 to 38c per gallon, according to grade.

The wax situation has become quite a strained one in Canada, owing to the rate of exchange. Supplies are limited and prices very high.

All Wares Are Firm; Stoves Soon Higher?

Montreal.

WARES AND STOVES.—Never, perhaps, in the history of the trade have the manufacturers been confronted with shortages of raw materials entering into the manufacture of various wares as they are to-day. It is most difficult to get delivery, and the tendencies of the market are upward as a result of higher material costs, and also because labor has been receiving frequent increases of wages.

The stove situation is a very strong one, and advances of price may be reasonably anticipated within a short time—probably within a week or ten days, if not sooner.

Ten-cent Advance On Iron and Steel

Montreal.

IRON AND STEEL.—Prices for iron and steel have advanced this week ten cents per 100 lbs. This follows the general trend of the market for iron and steel goods. As pointed out in last week's report, the undertone has been very firm, and the increase has been more or less anticipated.

IRON AND STEEL

Iron finish machinery steel	4 20
Norway iron	12 00
Single reeled machinery steel	5 25
Spring steel	5 00
Sleigh shoe steel	4 15
Tire steel	4 35
Toe calk steel, per 100 lbs.	5 05
Band steel	4 65
Harrow tooth steel	4 30
Mining tool steel, per lb.	0 22
Black Diamond tool steel, per lb.	0 22
Black Diamond cast steel, per lb.	0 22
Common bar iron, per 100 lbs.	4 00
Refined iron, per 100 lbs.	5 00
Mild steel	4 15

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Prices Moved Upward On All Kinds Sheets

Montreal.

SHEETS.—Prices on black sheets, and on galvanized, have been revised upward. In fact there is difficulty in determining just what prices should apply on some grades, more particularly of galvanized sheets. The latter, on English grades, are marked 25c higher this week.

BLACK—		
10 gauge	....	6 50
12 gauge	5 95	6 25
14 gauge	6 00	6 80
16 gauge	6 10	6 40
18-20 gauge	6 55	6 70
22-24 gauge	6 60	6 75
26 gauge	6 70	6 80
28 gauge	7 00	7 00
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	9 00
28 gauge	....	8 85
26 gauge	....	8 75
22 and 24 gauge	....	8 40
20 gauge	....	8 25
18 gauge	....	8 25
16 gauge	....	8 00
English Standard—		
28 gauge	....	10 50
26 gauge	....	10 25
24 gauge	....	9 65
22 gauge	....	9 30
18 and 20 gauge	....	9 10

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Lead Products Are Still Very Firm

Montreal.

LEAD PRODUCTS.—Firmness characterizes the market in all lines, and particularly so as the basis is still changing upward on pig lead. Prices are unlikely to be any lower, and with tin also higher, solder is a firm commodity. Demands have been seasonably fair.

Lead pipe	....	0 13½
Lead waste	....	0 14½
8 in. and over	....	0 15½

Note.—Lead pipe is subject to a discount of 10%.

Lead traps and bends	....	5%
Lead wool, lb.	....	0 15
Lead sheets, 2½ lbs.	....	0 12½
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	....	0 12¼
Lead sheets, 4 to 8 lbs., sq. ft.	....	0 11½

Cut sheets ¼c lb extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	....	0 40
Solder, strictly, lb.	....	0 38
Strictly, commercial, lb.	....	0 35½
Solder, wiping, lb.	....	0 32½
Solder wire (8 gauge)—		
40-60	....	0 37
45-55	....	0 31½
50-50	....	0 42¼
Zinc sheets, casks	....	0 16½
Do., broken lots	....	0 17

Heavy Steel and Scrap Are Higher

Montreal.

OLD MATERIAL.—The past week has seen a stiffening of the basis for various heavy metals, and heavy melting steel, boiler plate, malleable scrap, and stove plate are much higher. This is a direct result of the demands by manufacturers for these materials. There is a fair tonnage of business.

Dealers' Buying Prices—		
Old rubbers, boots and shoes	0 07	0 08
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03½
Automobile tires	0 03¾	0 04
Yellow brass	0 10	0 11
Red brass	0 15	0 16
Light brass	0 07½	0 08½
Scrap zinc	0 05½	0 06
Light copper	13 75	14 00
Heavy copper	0 17	0 18
Wrought iron, No. 1, per gr. ton	....	16 50
Malleable scrap (ton)	....	25 00
Pipe scrap, ton	....	10 00
Stove plate, ton	21 00	22 00
Heavy melting steel	15 00	16 00
No. 2 busheling	7 00	8 00
Boiler plate	....	15 00
Machinery, cast (ton)	24 00	25 00

Most Ingot Metals Are Marked Higher

Montreal.

INGOT METALS.—Strength characterizes most of the ingot metals, while several of them are marked higher. There appears to be little probability of low prices at present.

COPPER.—This is somewhat firmer, and electrolytic is quoted at 25c per lb., and casting at 24½c.

TIN.—An advance of £8 in London for tin was made on Monday of this week. This is but one of a series of higher prices. The local price is 66c.

LEAD.—Still trending upward, and it looks as though a ten cent basis will soon be reached. Present quotation 9½c per lb.

ANTIMONY.—Steadily firm here at 11¼c for Chinese, and 11¾c for English.

SPELTER.—This has been creeping upward, the basis locally being 11½c.

ALUMINUM.—Little trading, and unchanged at 33c per lb.

TORONTO MARKETS

TORONTO, Dec. 31—Higher prices continue on many hardware lines and many important changes have been recorded this week. Among the most important are: Boiler tubes, which are up 1 to 3 cents per foot. Range boilers, cistern, well and cylinder pumps, wrought washers, liquid glue, clothes pins, brushes, crow bars, clay picks, mattocks, Disston saws and trowels, also some of North Bros.' products.

Advanced prices may be expected on the following: Brooms, belting and leather goods; also cement.

The important factors bearing on the present high prices are said to be the scarcity of commodities, increased demand based on expanding needs, greater normal requirements than existed before the war.

Cistern, Well and Cylinder Pumps Advance 5 to 10%

Toronto.

PUMPS, CISTERN, well and cylinder, have advanced approximately 5 to 10 per cent. This is no doubt due to the higher cost of raw material and labor, and it is stated that the new price is not high in comparison with other goods of the same calibre.

Wrought Washers Up; New Discount Now 45%

Toronto.

WASHERS.—Wrought washers have advanced, the present discount being

quoted at 45 per cent. in place of the former 50 per cent.

Liquid Glue Has Been Advanced About 33 1-3%

Toronto.

LIQUID GLUE.—An advance in Le Page's liquid glue has taken effect. The present new quotations are as follows: No. 25, per doz., $1.60; No. 26, per doz., $2; No. 27, per doz., $1.60; No. 30, per doz., $2.40; No. 31, per doz., $4; No. 32, per doz., $6.80; No. 33, per doz., $12; No. 34, per doz., $18.70.

Clothes Pins Advance; New Prices 10% *Higher*

Toronto

CLOTHES PINS.—An advance of 10 per cent. has taken place in clothes pins, and the new prices are as follows: 4-inch loose packed, 5 gross to case, $1.60 per case; 4-inch packed in cartons, 4 gross to case, $1.85 per case.

Brushes Have Advanced Approximately 5 *to* 15%

Toronto.

BRUSHES.—As forecasted in the last issue of HARDWARE AND METAL brushes have advanced approximately 5 to 15 per cent., and new prices are now being quoted.

Crowbars Advanced; Now Quoted at $10.25 *Doz.*

Toronto.

CROWBARS are now quoted at new and higher prices. The new price is $10.25 per dozen.

Clay Picks, Mattocks, Grub Hoes Advance

Toronto.

CLAY PICKS, Mattocks and grub hoes have advanced, and quotations are as follows: Clay picks, 5 to 6 lb., $11.80 per dozen; 6 to 7 lb., $12.80 per dozen. Mattocks, cutter and pick, $14.25 per dozen.

Some Disston Saws Lines Advanced About 10%

Toronto.

SAWS, TROWELS, and some other lines manufactured by Henry Disston & Sons, Ltd., have advanced approximately 10 per cent. The list includes hand, panel, rip, compass, back and stair builders' saws. Saw swages, also brick, plasterers' and pointing trowels.

Brooms Firm; May Be a Further Advance

Toronto.

BROOMS are reported to be holding at a firm price, and new and higher prices in the very near future would be in order according to present indications. The crop from an economical standpoint was a failure as the stock grew too long. Manufacturers buy stock in the field by the ton, and when made up into brooms the extra length has to be cut off. This naturally makes the corn dearer as the part that is cut off is of no further use.

Belting and Leather Goods Firm; May Soon Advance

Toronto.

BELTING.—Present indications point to higher prices in belting and some lines of leather goods. Hides are said to be very scarce, and any that are procurable are quoted at very high prices. The demand is said to be a very good one, and a large output is looked forward to by manufacturers during the year of 1920.

Wire Staples Firm; Prices Holding Steady

Toronto.

WIRE STAPLES are quoted at $5.60 base for bright wire, and $6.35 for galvanized. Wire staples are holding at a firm price, and are none too plentiful. The present demand is very good for the season of the year.

Cement Firm; May Soon Be Advanced

Toronto.

CEMENT.—An advance in price in the near future may be expected in cement, it is stated. The chief cause of this may be owing to the advanced cost of the sacks. Manufacturers state that sacks are costing them 16 cents each—more than they charge for them—and as a number in each shipment are lost or destroyed, the manufacturers claim they lose the difference between what they get for them and what they have to pay, amounting to a loss of 16 cents per sack. The present price is quoted at $3.25 per barrel in car lots.

Range Boilers Advance Approximately 7½%

Toronto.

RANGE BOILERS have advanced approximately 7½ per cent. on some sizes. Ranger boilers have been quoted at firm prices for some time and the change to higher prices is not at all surprising. The following are the new quotations:

RANGE BOILERS—	Standard	Extra Heavy
30-gallon	$12 00	$14 00
35-gallon	14 00	16 00
40-gallon	16 00	18 00
52-gallon	22 00	25 00
66-gallon	35 00	38 00
82-gallon	40 00	47 00
100-gallon	50 00	58 00
120-gallon	60 00	67 00

Sheets and Plates Firm; Scarce; Unchanged

Toronto.

SHEETS AND PLATES.—The scarcity of sheets continues to be a very serious one. While it is believed that the situation is slightly better recently and a few odd cars of galvanized sheets have trickled through, some of the best informed believe there will be no definite relief for at least six months, and while it may be expected that sheets will begin to come in in larger quantities, the enormous shortage and demands that are cropping up from new sources continually will more than consume what stock does come to hand, it is stated. It is also stated that production is not being increased in accordance with the tremendous demands. The following are the quotations:

BLACK SHEETS—		
14 gauge	6 30	6 50
16 gauge	6 65	6 95
18-20 gauge	6 30	6 85
22-24 gauge	7 25	6 90
26 gauge	7 35	6 95
28 gauge	7 50	7 05
3-16 inch plate	5 95	5 55
¼-inch boiler plate	5 45	6 10

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—	Premier		Apollo	
10¾ oz.	$9 20	$9 80	$9 25	$9 55
U.S. 28	8 60	10 20	8 85	8 85
U.S. 26	8 20	8 80	8 55	8 50
22 nad 24	8 00	8 20	8 40	7 30
18 and 20	7 80	8 00	8 25	8 10
16	7 55	7 80	8 10	7 90
12 and 14	7 35	7 55	7 95	7 65

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Some North Bros.' Lines Have Advanced 15%

Toronto.

RATCHET DRILLS and other lines manufactured by North Bros. Mfg. Co., have been advanced. Owing to so many different articles affected by this new ruling it is impossible to enumerate, however, it is stated, the advance will approximate 15 per cent.

Iron and Steel Bars Are Up 25c *Per* 100 *at the Mills*

Toronto.

IRON AND STEEL BARS still hold at present prices. A distinct advance has again been made at the mills and approximates 25 cents per 100 pounds. Jobbers locally have as yet made no change. It is stated this new advance cannot help but strengthen prices, and an early local advance would be in accordance with actual costs. It is stated that all the Canadian mills are booked up much beyond their capacity, and as many of them are dependent on the United States for a great proportion of their raw materials, conditions are bound to remain as they are, or even a little worse, well into the third period of 1920, it is stated. The following are the present quotations:

Common bar steel	....	4 25
Common bar iron	....	4 25
Angle base	....	4 50
Horseshoe iron	....	4 75
Tire steel	....	4 70
Mild steel	....	4 50
Norway iron	11 50	15 00
Toe caulk iron	....	5 45
Sleigh shoe steel	4 25	4 50
Band steel	4 25	4 50
Spring steel	9 50	11 50
Mining drill steel	21 00	30 00
Sheet cast steel	0 42	0 45

Corrugated Sheets Firm; Prices Unchanged

Toronto.

CORRUGATED SHEETS.—Although galvanized sheets are reported to be ex-

hausted on the local market, no change has recently been made in corrugated sheet prices. In some instances there is no stock to sell, while in others considerable stocks were on hand and the manufacturers have been selling at the prices as listed below for some time back, and are as follows:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Lead and Zinc Products Remain Unchanged

Toronto.

LEAD AND ZINC PRODUCTS show no change over last week's prices, and it is expected these will hold for some little time unless important developments again occur to the basic metals. The demand still continues to be a good one for this season of the year. The following are the present quotations:

Lead pipe, list, per lb.	....	0 13½
Lead waste pipe, list, per lb.	....	0 14½
Do., over 8 inches, list, per lb.	....	0 15½
Above subject to discount of 10%.		
Lead traps and bends	....	5%
Lead wool, lb.	....	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	....	0 10½
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, guaranteed, lb.	0 35½	0 36
Solder, strictly, lb.	0 34¼	0 34½
Solder, commercial, lb.	0 32½	0 33
Solder, wiping, lb.	0 31	0 31
Solder, wire, lb.	....	0 42¼
Zinc sheets, per lb.	0 17	0 19

Scrap Iron and Waste Materials Unchanged

Toronto.

WASTE MATERIALS.—Owing to the holiday season, stock taking and other factors, scrap iron and waste materials are quiet. The price tendencies, however, are of a firm nature, and one large purchaser stated that anything may develop as soon as the New Year has been properly ushered in. The following are the present quotations:

DEALERS' BUYING PRICES

Pipe scrap	....	11 00
Stove plate, per ton	....	18 50
No. 2 busheling	....	13 00
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 07
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	24 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes	....	0 06
Overseas, lumbermen's rubber boots	....	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 03
Tea lead	....	0 04
Heavy lead pipe	....	0 05¾

Boiler Tubes Have Advanced 1 to 3c Per Ft.

Toronto.

BOILER TUBES.—An advance of from 1 to 3 cents per foot is reported on boiler tubes as forecast in last week's issue of HARDWARE AND METAL. This is stated to be a reaction from the great scarcity of raw material, chiefly caused by former strikes and the recent coal crisis. The congestion at the mills is said to be causing great inconvenience. Delayed shipments due to the coal shortage, also the high rate of exchange, are all factors towards higher prices. The following are the quotations:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$27 00	.....
1¼ inch	29 00	.....
1½ inch	29 50	.....
1¾ inch	32 00	$27 00
2 inch	31 00	26 00
2¼ inch	35 00	28 00
2½ inch	43 00	32 00
3 inch	48 00	40 00
3¼ inch	.....	47 00
3½ inch	60 00	44 00
4 inch	75 00	56 00

Planes, Vises, Clamps, Hand Screws, Advanced

Toronto.

PLANES, VISES, HANDSCREWS AND CLAMPS.—Some makers have advanced their prices on these lines. This is no doubt due to the unsettled conditions of the iron and steel market, and may also be due to the great shortage in raw material.

Wood Handles, Neckyokes, Doubletrees, Advanced

Toronto.

WOODEN HANDLES, ETC., have advanced, and new and higher prices are effective. The following is the new list:

All Hickory Handles	Plus 25%
Maple Cant Hook and Peavy Handles..	Net List
All Fork, Hoe, Rake, Shovel Handles and Malleable D	Less 10%
Maple and Ash Pike Poles	Plus 20%
All Doubletrees 2½ x 4½ x 4 ft. and under	Less 10%
All Doubletrees over the above size..	Net List
All Whiffletrees 3 in. in diameter x 36 ft. long, and under	Less 10%
All Whiffletrees over the above size....	Net List
All Neck Yokes 3 in. diameter x 42 in. long, and under	Less 10%
All Neck Yokes over the above size...	Net List
All other handles and goods	Plus 10%

All goods F.O.B. Factory.

Terms 2% 10 days. Net 30 days.

All orders are accepted subject to delivery as soon as possible after receipt of order.

Copper, Lead, Spelter, ½c Higher; Tin 2½c

Toronto.

INGOT METALS. — Wild upward movements are reported on ingots during the past week and still higher prices are predicted. Copper has recovered all weakness, and a big demand is reported at higher prices. The London Metal Exchange shows advanced prices as high as 2 cents per pound. Locally the raise has been ½ cent. Lead and spelter also are ½ cent higher, while tin is up 2½ cents per pound.

TIN.—An advance of 2½ cents per pound is reported in tin, and the quotation now reads 65½ cents per pound.

COPPER has recovered any weakness previously shown and has advanced ½ cent per pound, making the new quotation 24½ cents per pound.

LEAD has advanced ½ cent per pound and is holding at a firm price. Further advances may be expected, it is stated. The new quotation is 9½ cents per pound.

SPELTER has recovered from a weak tendency and an advance is reported this week of ½ cent per pound. The present price is now 11¼ cents per pound.

ALUMINUM remains unchanged. Little showing better local demands. The present price is a firm one, and is quoted at 12 cents per pound

ALUMINUM remain unchanged. Little business is offering, it is stated. The price is quoted at 34 cents per pound.

LONDON MARKETS

LONDON, Ont., Dec. 31—While the markets continue very firm price changes are not so numerous this week. Advances, however, are shown in hockey sticks, new easy bolt clippers and wood screws.

The holiday season has been a record-breaker with most merchants and they are finding that stock-taking, which is already being done in many cases, is an easier job than usual because stocks are so low.

It is generally expected that 1920 is going to be a splendid year for business, although considerable difficulty is looked for in securing goods. Indications point to much activity in building and an early start will be made by many if weather conditions are at all favorable.

Hockey Sticks Higher; Supplies Are Limited

London, Ont.

HOCKEY STICKS.—There has been a splendid sale of hockey sticks. New and higher quotations are in effect and supplies are very limited. Figures are as follows:

Boys' Firsts, white, $2.20 per doz.; Men's Practice, $3.75 per doz.; Varsity, $4 60 per doz.; Championship, $6.50 per doz.

Easy Bolt Clippers Register an Advance

London, Ont.

EASY BOLT CLIPPERS.—New prices on easy bolt clippers show an advance. The quotations are:

No. 0, $4.50 each; No. 1, $6 each; No. 2, $8.50; No. 3, $10.75 each.

Skate Straps Are in Brisk Demand

London, Ont.

SKATE STRAPS. — Sales of skate straps have been excellent. Quotations are on the following basis:

Russet Leather—20", $1.45 per dozen pairs; 24", $1.75; 27", $2.

Web—20", $1.75 per dozen pairs; 24", $2; 30", $2.50.

Seasonable Sales For Ash Sifters

London, Ont.

ASH SIFTERS.—There has been an active demand for ash sifters. Prices are as follows:

Common Wood Sides, $3 per doz.; Banner, $3.15 each; Rocker No. 1, $4.75 each.

Wood Screws Advance 10%; New Prices Firm

London, Ont.

SCREWS have advanced 10 per cent., as previously reported in these columns. The discounts applying to the list is as follows:

Flat Head, bright, 75 per cent.; Oval Head, bright, 72½ per cent.; Round Head, bright, 72½ per cent.; Flat Head, brass, 55 per cent.; Oval Head, brass, 52½ per cent.; Round Head, brass, 52½ per cent.; Flat Head, bronze, 50 per cent.; Oval Head, bronze, 47½ per cent.; Round Head, bronze, 47½ per cent.

F.o.b. Hamilton, Toronto and Montreal, with freight equalized thereon.

Terms.—2 per cent cash, 30 days.

Orders will only be accepted with specifications and for prompt shipment, and these discounts are subject to change without notice.

Rope Quiet, Unchanged; Pure Manila May Advance

London, Ont.

ROPE.—The sale of rope has gradually slackened and is now reported to be quiet. Manila, of the better grade, is said to be firm, and higher prices may take place, it is stated. The following are the quotations:

Pure manila, 31 cents base; Beaver manila, 26 cents base; New Zealand hemp, 26 cents base; sisal, 22½ cents base.

Putty Sales Heavy: No Change in Price Noted

London, Ont.

PUTTY.—Sales have been very large and continue to show large returns. No change in price is at present expected. The following are the present quotations:

Standard, 100 lb. drums, $6.80 per 100 lb.; Standard, 25 lb. drum, $7.05 per 100 lb.; Pure, 100 lbs. drum, $9.30 per 100 lb.; Pure, 25 lb. drum, $9.55 per 100 lb.

Window Glass Advanced; New List For Cut Sizes

London, Ont.

WINDOW GLASS.—An advance has taken place in window glass. This is not unexpected as glass has ben very scarce for some time and the enormous demand far exceeds the supply, it is stated. Cut Light are now selling under a new list and will be noted in these columns at a later date with the discount. The following are the case prices:

Single Dia., cases, 20 per cent. off list; Double Dia., cases, 20 per cent. off list.

Wire and Cut Nails Hold Firm at New Prices

London, Ont.

NAILS are showing a very strong demand for this time of year, and many are stocking now so as to be in condition to handle the large demand which is expected when building opens up in the spring. The scarcity in nails is still noticeable, it is stated. The present price quotations are:

Wire, $5.20 base; Cut, $5.60, base.

White Lead in Oil Remains Unchanged

London, Ont.

WHITE LEAD IN OIL.—A good demand is recorded for white lead in oil and booked orders for spring delivery are still coming. The price remains unchanged, but it is hard to say if it will remain owing to increased costs in raw materials. The following are the present quotations:

Pure, tons, $17.45 per 100 lbs.; less tons, $17.80. Regular, tons, $17.95 per 100 lbs.; less tons, $18.30.

Tire Pumps With Gauge Has Jumped to High Levels

London, Ont.

TIRE PUMP with gauge has advanced and a new price is now quoted at $5.35 each.

Turpentine Scarce; No Change in Price Shown

London, Ont.

TURPENTINE remains unchanged, but has a tendency to be scarce owing to the great demand. The following are the present prices:

1 barrel lots, $2.60 per imp. gal.; 2 to 4 barrel lots, $2.59 imp. gal.; 5 gal. lots, $2.75 imp. gal.

Linseed Oil Firm; Remains Unchanged

London, Ont.

LINSEED OIL is holding unchanged, although the tendencies is rather a firm one. The following are the quotations:

1 to 2 barrels, raw, $2.67 gal.; boiled, $2.70 gal. 3 to 5 barrels, raw, $2.66 gal.; boiled, $2.69 gal. 6 to 9 barrels, raw, $2.64 gal.; boiled, $2.67 gal. Less barrels, add 15 cents gal.

Cross Cut Saws Firm; Prices Remain Unchanged

London, Ont.

CROSS CUT SAWS are showing a good seasonable demand. Some of the prices are:

Philadelphia Lance, 58 cents foot; Improved Champion, 58 cents foot; Premier, Pangburn, Maple Leaf Lance, Maple Leaf Racer, Simonds No. 22, Simonds No. 13—5 foot, $4.95 each; 5½ foot, $5.85 each; 6 foot, $6.60 each.

Cross Cut Saw Handles.—No. 3, $5.30 doz.; No. 4, $4.05 doz.; No. 5, $7.20 doz.; No. 6, $4.05 doz.; No. 6½, $4.05 doz.; Lion One-Man, $5 doz.

Bull Dog Vises Advance; Prices About 10% Higher

London, Ont.

BULL DOG VISES.—An advance has taken effect in bull dog vises. New prices are as follows:

No. 52, $15 each; No. 53, $18.25 each; No. 54, $23.50 each.

Tucker Alarm Tills Now Quoted at $4.65 Each

London, Ont.

TUCKER ALARM TILLS. — An advance has taken effect in Tucker Alarm Tills, and the new quotations are $4.65 each. This is in accord with advances in other lines where wood is the chief material used.

WINNIPEG MARKETS

WINNIPEG, Dec. 31—The end of the year shows marked activity in the iron and steel markets. General changes have occurred in these lines for the week that are significant indications of the trend of these commodities during the coming year.

Iron and steel and their products show marked higher price tendencies and in all cases substantial advances on preceding prices. Seemingly no hope whatever is entertained for any change from this order of things. Present indications point to further advances not only on these lines, but on a general scale. Some state it can be safely predicted that the beginning of the New Year will show changes of an advanced nature on many important lines. The only soluble reasons that can be given regarding this state of affairs is the inability of production or supply to meet the present demand, also universal labor unrest and the high cost of labor.

The markets for the present show important changes. The lines affected for the week are as follows: Iron and steel, sheets and bars, wire, staples, tinplates and chain, tennis racquets, stepladders and lamp wick.

Lamp Wicks Advanced; New Quotations in Force

Winnipeg.

LAMP WICK shows changes of an upward trend. Very little activity has occurred in the markets on this line for some time, although when changes have occurred they have shown steady advance. This week is no exception; the new changes again show advance of moderate proportions. The new prices are: Lamp wicks, cut and rolls, No. 1, 84 cents; A, $1.05; B, $1.50; D, $2.40 per rolls of 32 yards, or cut lengths, per gross. Circular—No. 2, $7.70; No. 3, $26.00 per gross.

Common Step Ladders Quoted at Higher Prices

Winnipeg.

COMMON STEP LADDERS make a move of an advanced character after a period of inactivity. Although this class of goods has in the past been generally on the advance, nothing of an important or startling nature has occurred for some time. The new changes for the week show heavy increase in prices, no doubt due to the present scarcity of cut lumber and the recent general change in prices on this line. The new prices are: Common Step Ladders.—Length 3 feet, 90 cents; 4 feet, $1.15; 5 feet, $1.45; 6 feet, $1.70; 7 feet, $2.10; 8 feet, $2.30, 10 feet, $2.70.

Tennis Rackets Higher; Advance Prices Named

Winnipeg.

TENNIS RACKETS AND NETS showed further substantial advances. Little activity has occurred for some time on this class of goods. This week, however, shows a marked change on several well-known lines in the nature of a somewhat substantial advance. Further advances in this particular line are not necessarily looked for, the market at present being firm.

The new changes are:

Tennis Rackets.—Sears' Special, $6 each. Campbell, $6 each. Challenge, $6 each. Pim, $7.50 each. Doherty, $14 each. Garry, $3.75. Eclipse, $4.75. Varsity, $7.50.

Tennis Nets.—No. 142B, $5.25 each. 242B, $5.25 each. 342B, $7. 442BC, $11 each.

Coil Chain Has Advanced; New Prices Being Quoted

Winnipeg.

CHAIN shows a further substantial advance of a marked degree. Following the iron and steel changes for the week, coil chain also shows a new and heavy advance on previous prices. This, however, is expected, being a product of steel and no improvement on any of these lines is looked for until general existing conditions change. The new prices are:

Coil Chain Electric Weld, per 100 lbs., 3/16 in., $18.50; 1/4 in., $17; 5/16, $14.25; 3/8 in., $11.25; 7/16, $11; 1/2 in., $10.50; 9/16 in., $10.50; 5/8 in., $10.50; 3/4 in., $10.

American Proof, B B Short Link, per 100 lbs., 3/8 in., $13.35; 7/16 in., $13.15; 1/2 in., $12.60; 9/16 in., $12.60; 5/8 in., $12.25; 3/4 in., $11.90; 7/8 in., $11.50; 1 in., $11.30.

Log Chains.—1/4 in., $18.50; 5/16 in., $15.75; 3/8 in., $12.75; 7/16 in., $12.50; 1/2 in., $12.

Tin Plates Advanced; New Prices Herewith

Winnipeg.

TIN PLATES again show further advance of moderate degree. For a short time this line showed firmness, with little apparent indications of change. The week's general changes in the metal market, however, include this line, the new prices showing moderate advance on previous lists. The quotations for the week are as follows:

Tin Plates.—I. C. Full Boxes, 20 x 28, $24.25; 20 x 33, $28.75. I. C. half boxes, 20 x 28, $12.75; 20 x 33, $15; 20 x 39, $17.25. I. X. full boxes, 20 x 28, $28; 20 x 33, $33.50. I. X. half boxes, 20 x 28, $14.50; 20 x 33, $17.25.

Canada Plates.—Ordinary or Special Blued, 18 x 21, $9.25; 18 x 24, $9.25; 20 x 28, $9.25.

Barbed and Plain Wire Again Advance

Winnipeg.

BARBED AND PLAIN WIRE again take an upward jump with a showing of medium advance on previous prices. In the past, this line has shown steady and marked advance. Shipments of any appreciable quantity were difficult to procure owing to scarcity, and the ever increasing demand has now added greater difficulties in the satisfactory filling of orders by the manufacturers for some considerable time.

Further advances are anticipated. The prices now ruling are:

Lyman 4 Pt. Cattle, $5.75; Glidden Cattle, $5.55; Baker, $5.45.

Plain Wire, Galvanized.—8G, $7.50; 9G, $6.25; 10G, $7.55; 11G, $7.60; 12G, $6.40; 13G, $7; 14G, $8; 15G, $8.75; 16G, $9.

Wire Fence Staples Have Advanced 50%

Winnipeg.

FENCE STAPLES again show further advance, as might be expected with the announcing of further advances in wire. Fence staples also follow suit. The week shows the substantial advance on preceding prices of approximately 50 cents per 100 lbs. This line is also controlled by the wire market and no further change is expected until further changes are announced in wire. The latest quotations are:

Fence Staples.—Bright, $5.65; Galvanized, $7.05.

Iron and Steel Sheets and Bars Have Advanced

Winnipeg.

SHEET AND BAR IRON STEEL show decided advance on preceding prices. Further advances of a decided nature have occurred on these lines of somewhat marked degree, and the present state of the market points to further advances at no distant date. The new quotations show an approximate advance on both iron and steel, of 25 cents per 100 on sheet and 50 cents per 100 on bar, and are as follows:

Bar Iron, per 100 lbs.—$5 base. Flat, 1 in. and thicker and from 4 to 6 inches wide, $5.75 base. Round and square, sizes 3/16 in., 1/4 in. and 5/16 in., $5.50 base.

Steel, per 100 lbs.—Soft or mild, $5.50 base. Round and square, sizes 3/16 in., 1/4 in. and 5/16 in., $5.50 base. Flat, 1 in. and thicker and from 4 to 6 inches wide, $5.75 base. Round, size 2 to 6 inches, $5.75 base.

Sheet iron, galvanized, per 100 lbs.—16G, $9.60; 18G, $9.75; 20G, $9.75; 22G, $9.90; 24G, $9.90; 26G, $10.05; 28 in. x 36 in., $10.55; 30 in. x 10¾, $10.75; 36 x 10¾, $10.95.

Sheet Steel, black, per 100 lbs.—10G, $7.55; 12G, $7.60; 14G, $7.65; 16G, $7.75; 18G, $8.35; 20G, $8.35; 22G, $8.40; 24G, $8.40; 26G, $8.45; 28G, $8.55.

PITTSBURGH MARKETS

PITTSBURGH, December 31.—The pig iron and steel markets have been very quiet the past week, as indeed they have been for a fortnight, thus reflecting the dullness the holiday season always brings. Pig iron prices are stationary, while small lots of some descriptions of finished steel products for early deliveries have brought larger premiums than were ruling. The total tonnage sold at fancy prices is very small in proportion to the large tonnages that have been sold for late deliveries, particularly the second quarter, at either the March 21 prices—the "stabilized" prices —or at slight advances above them.

Indications point to a steadier market in both pig iron and steel products in future. The holiday dullness has given buyers an opportunity to reflect, and in large measure they have gotten over their scare, so that they are not likely to continue the process of bidding the market up on themselves.

The Year 1919

The quietness in the market leaves opportunity for a brief consideration of the year now ended. It was a year of uncertainties and of men changing their minds.

The thought at the beginning of the year, only seven weeks after the armistice had been signed, was that there was a great deal of work for everybody to do, and that conditions would have to be developed whereby they would be in a position to do the work. Necessarily, it seemed, the work left undone was chiefly of a construction character, thus representing investment, and for an investment there must be assurance to the investor that the investment will prove profitable. The investor would

not put up a building or factory or power plant if he foresaw that a year or two later he could build the same thing at considerably less cost.

As prices for commodities and rates of wages were vastly higher than before the war, the common thought was that everything would have to be "deflated," just as everything had previously been "inflated" before business in large volume could proceed. The iron and steel industry, fearing that eventually the bottom might drop out of the market, had already made some price reductions, $3 a ton on pig iron and various reductions on finished steel products, which represent an average of a trifle over $4 a net ton on the whole list. It was prepared to make further slight reductions at intervals. There were some in the trade who advocated maintaining the full Government war-control prices on the theory that there would not be much buying in any event.

In February the Government took up the price deflation subject, and Secretary Redfield, of the Department of Commerce, appointed the "Industrial Board," which would deflate and stabilize prices. The board began with the iron and steel industry, arranging for a reduction of $4.25 a ton in pig iron and reductions in finished steel averaging nearly $7 a net ton. The new prices became effective March 21 and are still referred to as "March 21" or "stabilized" or "regular" prices, in the case of unfinished and finished steel, but in pig iron those prices are forgotten since pig iron declined in some instances during the second quarter, while in all districts it advanced sharply in the second half of the year, being now nearly $3 a ton higher than the war-control prices.

The Industrial Board struck a collection of snags. The iron and steel prices were criticized in some quarters on the ground that the reductions were insufficient. The controversy waged largely in the public press between Chairman Peek of the Industrial Board and Director-General of Railroads Hines as to whether or not the deflated prices were low enough, may be passed over in this review for the reason that the gentlemen were simply trying a moot case, because after all the railroad administration had no occasion to make any purchases of steel, at Mr. Peek's prices or any other, that would count for anything.

Another snag the Industrial Board encountered was that other industries would not reduce prices as the iron and steel industry had done. Another, which it ignored for more than a month, was that the Attorney-General had rendered a positive opinion that the whole procedure was illegal.

The Dearth of Orders

Production of steel decreased, until, by the middle of May the iron and steel industry was operating at only about 50 per cent. of its capacity, this comparing with an 87 per cent. operation in January. There was surprise, not that the operating rate dropped to 50 per cent., but that it was so high early in the year that the low point in production was not found until six months after the armistice was signed. The common view before the armistice had been that when hostilities ceased everything would stop.

Many attempts were made to explain why the mills operated as well as they did in the early months of the year. One was that at the time of the armistice there was a great deal of work in progress that was good for peace times as well as war times, even though inaugurated in connection with the war. Another was that certain large steel interests had quietly "reinstated" a large quantity of relatively low-priced business, this being regarded as quite different from cutting the market openly.

Turn in the Tide

It is undesirable to attempt to analyze the complicated economic influences that molded affairs. Suffice it to point out that there was a general swing downwards and then upwards, and the iron and steel industry had to be carried with it. Commodity prices in general, as shown by Bradstreet's index number, declined continuously to about May 1, and then began to advance. Wages did much the same. There were no wholesale wage reductions in the early months of the year, but there were some. Beginning in April or May, wages tended rather to rise than to fall.

Eventually people came to realize that whatever theories or notions they had entertained, prices and wages were not going to fall. Confidence was thereby established, not to a great extent if one consider carefully, but to a sufficient extent to make the country busy. It would have been very unfortunate if "confidence" had been completely restored, for that would have meant the country attempting to do several years of work in a few months. The attempt could not succeed and confusion ruinous to everybody would have resulted.

At the annual convention of the American Federation of Labor held in St. Paul, in June, 1918, it was recognized that the great "open shop" iron and steel industry stood as a bar to any further great progress of the union movement. The convention did not put itself on record as saying so, but the chief consideration, doubtless, was the spectacle presented by the industry of its ability to get along on the open shop principle, and if so, why could not other industries? Accordingly steps were taken to organize the industry. By August, 1919, after some 14 months of work, the organizers found they had done about as much as they could expect. While they had not organized anything like the majority of the men, they had gotten to a point where they could not keep up the excitement except by a strike, for they stood to lose the adherents they had more rapidly than they could expect to gather fresh adherents. Accordingly, the strike was called for September 22 with no demands at all having been made upon the independents, and none upon the Steel Corporation except a request, on the part of the strike leaders, for a "conference" with the chairman of the Steel Corporation.

The strike proved to be chiefly one of common labor, and chiefly the ignorant foreign born labor. It did not touch the ore fields or the Connellsville coke region. As to the remainder of the industry, it rendered idle about 40 per cent. of the men, many of those rendered idle being intimidated rather than being actual strikers. Production was cut about 50 per cent. After the first few days production began to increase by men returning to work, and by the first week in December the strike was practically over except in the Wheeling district. Then came closing of some mills on account of coal shortage, and when coal supplies became available again even the Wheeling district was willing to work.

On the basis of the rate of production just before the strike, a rate of about 83 per cent. of capacity against the 50 per cent. rate at the middle of May and the 87 per cent. rate in January, the strike caused a curtailment of finished rolled steel output of nearly 3,000,000 gross tons, and a curtailment in pig iron of 2,500,000 tons or a trifle more.

The Year's Production

The year's production of finished rolled steel was about 25,000,000 tons, while capacity is about 37,000,000 tons. Thus about one-fourth of the lack of production can be ascribed to the steel strike and about three-fourths to lack of orders. It was certainly ironical that orders should be scarce up to the time of the strike and be all too plentiful, for the market's stability, when the strike was about over.

The "Transitionary" Period

During the war and for some months afterwards there was a great deal of talk about "the transitionary period" during which industry, finance and everything would adjust itself and change for war-time to regular peace-time conditions. The idea is now seen to have been the biggest blunder that could possibly be made. In one way there is no transitionary period and in another way the world will not be done with its transition in five years or ten years, perhaps not in 15 years. There have been remarkable changes in 1919, falling prices and wages, and then advancing prices and wages, and there will be such changes in 1920 and succeeding years.

Rumored Purchase of Four Glass Companies

According to press reports it is rumored that the General Motors Company has purchased control of four important glass companies in the United States, the Columbia, Saginaw, Federal and Standard. The great demand for closed cars has resulted, it is said, in the General Motors finding difficulty in obtaining sufficient glass for its needs, and it has been deemed advisable that it control its own glass manufactories.

Paint Delivery Problem for 1920

But Despite Difficulties Retail Buyers Will be Well Looked After—Prices More Likely to Advance Than Not, Says Montreal Manufacturer

INTERVIEWED regarding the prospective outlook for paint deliveries in 1920, John Irwin, managing director of McArthur, Irwin, Limited, Montreal, stated to HARDWARE AND METAL that he believed the trade in Canada would be well looked after, despite the fact that greater difficulties, probably, than ever before, confront the manufacturer. These difficulties, Mr. Irwin pointed out, are especially severe when the obtaining of raw materials is taken into consideration. On a great many of the basic materials, for instance, the producers are sold up for three, four, and, in some instances, six or even seven months, and, under these unique conditions, they are quite unable to entertain new business.

Among the raw materials which are difficult to buy for present delivery are pig lead, zinc, lithopone, turpentine, etc., as well as many commodities which form the basis for a number of specialties sold by the trade very extensively. It is, very often, most difficult to get even a partial delivery of stock.

High-Priced Oil

Linseed oil, Mr. Irwin pointed out, was not only very high in price, but most difficult to obtain in the desired quantities. This is the manufacturer's heavy season, prepared paints and kindred lines having to be made up in the winter months for early spring delivery; therefore, large quantities are consumed.

There is a world's shortage of flax seed. Business is extremely good, and there is not enough to satisfy the world's requirements. Slow and erratic deliveries to the mills have accentuated the shortage; oil is, and has been, imported for some months from the English crushers. With needs heavy everywhere, prices have remained high, and the outlook for low-priced oil that was manifest several weeks ago, has now disappeared, and the market is again climbing. Even March and April prices are based on a high level.

Lead Demand Large

Probably no one commodity has enjoyed so extensive a demand from the trade, everywhere, as white lead, both dry and ground in oil. The export trade in this has not only been a heavy one, but Mr. Irwin states that orders have been declined — orders which called for hundreds of tons. In some cases, it would have been possible to make contracts for the delivery of white lead for several years to come, and on a price arrangement that would be governed by the ruling market prices of pig lead, at the time of delivery. Realizing that the domestic, or home trade should be looked after first, this business, in large measure, has been turned down.

Not only are lead prices ruling high, but Mr. Irwin does not see any relief from a price standpoint. In addition to this, the whole outlook for continued supplies is so involved as to make it very uncertain, indeed, whether deliveries in 1920 will be as satisfactory as they have been this year. Political entanglements might seriously retard shipments from countries of heavy production, Mexico and Spain being large factors in lead production, from a world standpoint.

MR. JOHN IRWIN
Managing Director of McArthur Irwin, Limited, Montreal.

Then, again, some of the biggest producers of corroded lead in the world are unable to meet the needs of their home markets, and demands have been made upon the Canadian production.

Trade To Get Needs

Mr. Irwin believes that, in spite of the difficulties already outlined, the Canadian trade will be well looked after. There is not, he said, enough supply of various materials to accommodate the combined home and export trade. But the retailer here in Canada will be looked after, and his requirements filled.

Under the present conditions, the trade has been apparently anticipating its wants, for Mr. Irwin said that they were booking well in advance, and this is quite necessary on their part.

Answering a further question regarding the likelihood of the 1920 demand being even heavier than the record demand of 1919, Mr. Irwin expressed his belief that, with a heavy prospective building program ahead, ample provision would be possible by the paint makers to supply the paint trade with requirements. It was not always possible to buy some raw materials many months in advance, but, in instances where this was possible, it has been done.

Higher Prices Likely

Of one thing Mr. Irwin feels quite certain, that prices will be higher than they now are. All tendencies point to this, and particularly the soaring costs of lead, linseed oil, lithopone, zinc, turpentine, etc. In this connection, it transpires that the markets have changed so frequently of late, that manufacturers, when requiring a quantity of linseed oil, for instance, have had to secure this at prices even higher than the market on a given date, and the same with other commodities. And with necessity arising, as previously-bought supplies are used up, of going into the higher markets now obtaining for additional supplies, revision of costs on the manufactured article will probably have to be made at an early date.

Big Insecticide Trade

There will be a very heavy demand this year for insecticides, states Mr. Irwin. The outlook is not only good, but bookings for these are heavy at the present time, and there will be a big increase, in all probability, over the sales of 1919, and which were also quite large. This is very true of Paris green, and for which product the sales are steadily increasing. Retailers are selling more and more of these products every season, and, with educational effort furthered, the output is bound to be increasingly large.

Dougall Varnish Co. Is Extending Plant

Additional shipping and warehousing space is being provided by the Dougall Varnish Company, Ltd., Montreal. W. W. Ingersoll, vice-president and secretary of the company, stated to HARDWARE AND METAL that the new premises, which are of three-storey concrete and brick construction, will increase the accommodation of the company fully two-thirds above the present warehouse and storage capacity. He pointed out that, in all probability, there would be further extensive improvements added in the not distant future.

MOORE'S

GUARANTEED PAINTS

Save the surface and you save all" *Paint & Varnish*

Sold to the consumer with this straightforward guarantee.

Absolutely Satisfactory or Money Refunded

One of the many features that make an agency for Moore's Paints and Varnishes the very best.

BETTER PRICES **BIGGER PROFITS**

Color Cards and Prices on Request

Benjamin Moore & Co., Limited

Toronto and Winnipeg

Higher Prices Looked for in Both Brushes and Brooms

Much Difficulty is Being Experienced in Obtaining Many of the Raw Materials Required—World Practically Dependent on China Now for Bristles

THERE is every indication that an advance will be made shortly in the price of brooms and various kinds of brushes. HARDWARE AND METAL has pointed out of late that there is much strength in the market for broom corn, and the conditions before referred to still obtain.

It is understood that an advance will probably be made on a great many lines early in the year. Difficulty connected with the obtaining of material, is one of the greatest at the present time, and it would seem that certain classes of bristles will be unobtainable within a few months unless something in the nature of a miracle occurs.

French bristles are very hard to obtain, and the supply of these is said to be sufficient to last only for a portion of the coming season. This will throw the demand very heavily upon Chinese bristles, and these will probably have to take the brunt of the demand of manufacturers for many different kinds of brushes.

Not Urging Buyers

A noteworthy fact of the present situation is that manufacturers, generally, are not urging the trade to buy either brushes or brooms. The available stock of raw material, as already pointed out, are not large on most grades of goods, and this means that the makers are conserving their stocks and are not willing to make any sacrifice. Faced with the necessity of bearing more to replace stock already in hand, there is no anxiety manifest in the matter of selling.

A new company has been formed under the name of Baines and David, which will carry on without interruption the steel and iron business formerly known as Baines and Peckover, steel and iron, at 98 Esplanade, Toronto, Ont. W. M. David, the new partner of R. A. Baines, was for many years associated with the former company in the capacity of sales manager.

Sales Staff of Ottawa Paint Works, Limited, Attend Annual Convention in Ottawa

Plans Made for Breaking All Past Records in 1920—Firm's Gift to Each Salesman an Insurance Policy—Staff Guests of President at Banquet

THE greatest enthusiasm over prospects for business in 1920 was evidenced at the three-day annual convention of the salesmen of the Ottawa Paint Works, Ltd., held at Ottawa. "Watch Us Grow in 1920" was the slogan adopted by the force.

Business for the year just ended was discussed, and reports that were most satisfactory were received. Plans for increasing sales in 1920 were discussed at length, and many suggestions were made which will be put into effect. A feature of the discussion on these matters was that the suggestions were voted on, and in every instance the proposals were adopted unanimously.

Guests at Luncheon

On the second day of the annual convention the entire sales organization were the guests of Mr. Charles Hickman, president and general manager of the company at the Kiwanis lunhceon.

Prior to the adjournment of the last day of the sessions a pleasant surprise was provided the salesmen by the announcement that each employee of the company was to be the recipient of a Christmas gift in the form of an insurance policy that would cover both death and disability. Keen appreciation of the gift was expressed by each and every one of the recipients.

Representatives of the Ottawa Paint Works, Limited, who attended the recent annual convention at the head office in Ottawa. The gathering was one of the most successful in the history of the company.

Selling Quality to the Farmer

Good paint is even more economical for the farmer than for the city man. There are so many more surfaces about the farm that need protection—surfaces exposed to weather and wear, but the opportunities for saving are correspondingly greater.

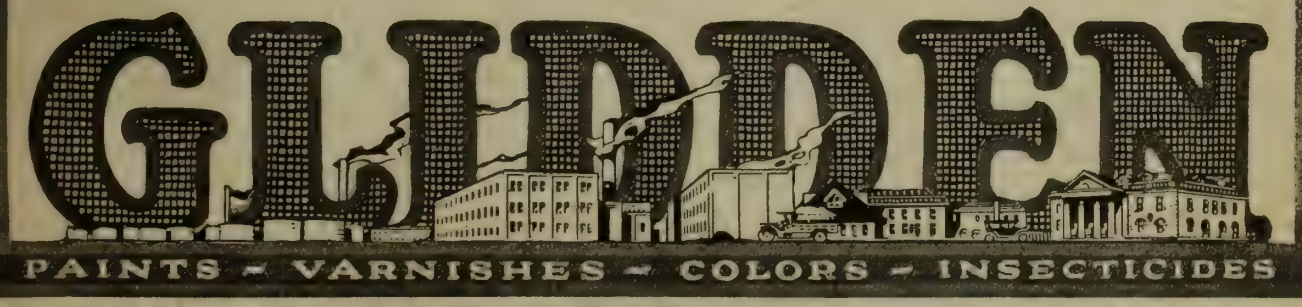
And there are greater profit making possibilities too

The farmer wants quality paint. He has come to realize that buying paint is really buying protection for the longest possible time. Low gallon price doesn't have its old time appeal.

Give the farmer what he wants—Glidden quality. Let us tell you more about the completeness of the Glidden Line—how it covers every need of the farm and meets each need perfectly. Write for interesting literature to-day.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario

BRANCH OFFICE and Warehouse at Montreal, Que.



Big Demand is Expected for Glass

Orders Received Recently for Box Glass and for Plate Have Absorbed Most of the Available Stock—Active Trade in Prospect for 1920

THE present situation on all kinds of plate and sheet glass is one of considerable interest. As pointed out in HARDWARE AND METAL there has been much difficulty in securing adequate supplies of various kinds of glass, and this applies in particular to what is known as double strength.

Much of Canada's supply has been coming from the United States, and as a matter of fact the importations for a long while past have been very heavy from that country. As is generally known the industry was much curtailed in that country owing to the Federal Government having closed down many of the producing plants. From the effects of this the industry has not yet recovered, and stocks suffered very severely because of the decreased production, and as a consequence have been light, and this, despite the very restricted programme of building.

The Jobber's Position

The Canadian jobber has had his hands full of late to supply the demand for glass to be used in a domestic way. That is to say, the orders received from the trade for box glass and also for plate have been such as to almost entirely absorb available stock. It has been necessary for the jobber to use his utmost endeavors at all times to keep his trade supplied with requirements. In spite of an earnest effort on his part there has been a decided scarcity of double strength glass within recent weeks, and this has caused a temporary shortage to fill orders in hand.

It will be more readily understood how difficult the position has been made for the jobber when it is stated that orders placed with manufacturers in the adjoining republic have, in some cases, been unfilled for the past seven or eight months. In spite of the fact that jobbers order many months ahead, it will be seen how difficult it would be to gauge stock for a longer period ahead than the above.

Next Year Big One

For 1920 a very active building programme is looked for, and this will mean that the trade will be rushed to meet the requirements. There is some hope in the news which has recently come from Belgium regarding supplies of glass. Some Belgium glass has been received in this country and has already gone into trade channels. It is hoped that a larger supply will be available from time to time, and if this is the case the situation should show some improvement, for with any increase in the shipments from the United States, and with hopes entertained for some glass from England, there should be a change for the better.

In any case it would seem that the trade is well advised to anticipate its needs as early as possible. Glass importers are not urging their customers to take delivery of glass, and this is an indication that to defer ordering will serve no good purpose. The situation is particularly strong, and with labor and production costs as they are, and with transportation likely to be taxed for many months to come, the dealers will probably anticipate their needs.

Suggests Basis for Arriving at the Value of Painting Wood

F. C. HARRIS, assistant to the Construction Engineer of the National Lumber Manufacturers' Association, is conducting a series of experiments with a view of ascertaining the price point at which painting of wood becomes an economic waste. The experiments are incomplete, but Mr. Harris says:

"I suggest the following formulae of a mathematical nature, which attempts to give the cost by comparison on a yearly basis for wood protected and wood unprotected. By 'protected,' I could mean either painted or treated with a preservative. By eliminating any mathematical terms, the formula for the annual cost of untreated wood would be as follows:

The Annual Cost

"Take the original cost of the wood, plus the cost of replacement, and divide the sum by the life of wood untreated; add the annual cost of repairs for untreated wood and any value which could be placed on loss of appearance, utility, etc., due to lack of paint. This will give the annual cost of untreated wood.

For Unprotected Wood

"Similarly, the annual cost of protected wood would be: Take the original cost of wood, plus the cost of replacement, and divide the sum by the life of protected wood; then add the cost of replacement annually, plus the annual cost of maintaining the wood in a painted condition, plus the annual interest on the additional investment in paint, and you would get the annual cost of painted wood.

Direct Comparison

"These two formulae would seem to permit a direct comparison, if the data as to the relative length of life of wood which is painted and of wood used in a similar position unpainted, could be obtained.

"We are trying to obtain data as to the relative length of life of unpainted, or unprotected, and protected wood, used in a similar capacity, and if we can get this data we will use it as a basis of comparison.

Figure Overhead

"It is, of course, necessary to make assumptions when we make a formula of this kind. In this formulae we have assumed that the items of cost include overhead, which is liable to be overlooked when figuring cost, and also that the annual cost of inspection, for instance, is the same in each case."

New Postal Law Will . . Help Sales Managers

WASHINGTON.—One of the new federal laws which will lift some of the burden from the sales managers of paint companies, has do with the treatment of mail matter, catalogues, pamphlets, etc., by the post office department. The new law authorizes the return to the sender or the forwarding of undelivered second, third and fourth-class mail.

Under the old law, mail matter other than first-class, which cannot be delivered at the post office to which it is addressed, may not be forwarded to the addressee or returned to the sender at another post office until the postage for its forwarding or return is first prepaid. This procedure has necessitated the holding up of undeliverable mail pending notification and the receipt of the required postage, and, as many sales managers realize all too well, this has resulted, in the case of special offers for limited time, in inconvenience, loss and hardship to both seller and buyer.

The new law will permit the prompt forwarding or return of undeliverable matter and the collection of postage at the time of delivery.

TO A FIVE-DOLLAR BILL

(Chicago Tribune)

Crinkle, crinkle, little bill,
Goodness gracious, you look ill!
Are you losing all your power?
You seem weaker every hour.
Now that prices are so high,
I'm so tired that I could die,
I just circulate all day,
No one dare put me away.
When the evening board is set
With the fruits of father's sweat,
My small voice is hushed and still,
I am in the butcher's till.
And no matter where I go,
People disregard me so;
I don't seem to count for much.
Bill, take heart, your luck may change,
I'll admit the time is strange;
Though you're weak I love you still—
Crinkle, crinkle, little bill.

FOR QUALITY USE DOMINION

Cotton and Wool Waste, Cotton Wipers, Washed and Sterilized.

Polishing Waste—Cream.

White Wiping Waste—XXX Extra, XX Grand, XLCR, X Empire, X Press.

Washed Cotton Wipers — White, Light, Dark.

Colored Wiping Waste — Fancy, Lion, Standard, Popular, Keen.

Wool Packing Waste—Arrow, Axle, Anvil, Anchor.

Manufacturerers also of "Scyco" — Bags, Waterproof Covers of all kinds, Tents, Flags, Life Jackets, Oiled Clothing.

Jobbers of

Cotton Duck, Cordage, Twines, Oakum, Piths, Fishermen's Supplies.

Prompt deliveries of all the above lines. Samples and prices sent on request.

Scythes & Company Limited

Manufacturers and Jobbers

Montreal Toronto | Winnipeg

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

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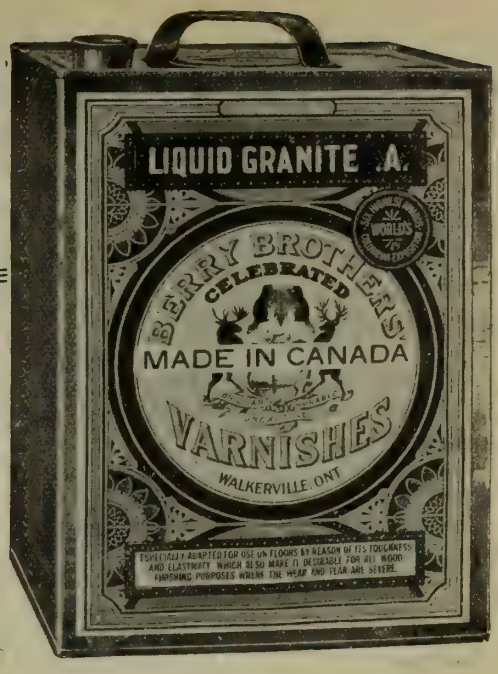


This Label

is recognized as a guarantee of quality by even the smallest varnish buyers. It has earned this record by upwards of 60 years of varnish making, during which the consumers' needs and interests were given the same consideration as our own.

This is the underlying reason for the large and always-growing demand for Berry Brothers' Varnishes, Enamels and Stains.

Partial List of Distributors of Berry Brothers' Products:

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood-Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillies Co. - - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.
A. M. Bell & Co., Ltd. - - Halifax, N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co., - - Quebec, P.Q.
Wood, Vallance, Ltd. - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Townsend Paint Mfg. Co. - Montreal, Que.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Dec. 31. — Lower linseed oil prices are announced this week, and a reduction made, in some quarters, of 18c. This is a reflection of the brightening prospects for Argentine seed supplies, and the market has been easier for a few days. Some are dubious as to whether this will continue, that is, they feel that the basis may react to the old levels. February oil is quoted by one or two factors at $2.17 per gallon. Turpentine is very firm, and the price advanced 10c per gallon. Supplies are actively in demand. Shellacs are up 50c per gallon, and there is likely to be a continued high market on this product. Varnishes are very firm, and advances are not improbable in the near future for various grades. Guns are high in price, and very scarce. Glass is scarce and high in price, with demand continuing active. Putty and lead in oil are steadily firm. Bookings for soring shipment are reported most satisfactory.

News Argentine Seed Eases Linseed Oil

Montreal.

LINSEED OIL. — News from the Argentine, regarding shipments of seed to the United States and Canadian markets, has helped, in part at least, to ease the market, and prices are reduced for immediate deliveries to $2.32 per gallon. The flax market has been off for a few days, but some expect that this is but a temporary condition, and are not expecting low oil for the present. A price of $2.17 is being quoted for February delivery. Manufacturers' needs are heavy, and the sales of oil have been quite large to them.

Raw—	Imp. Gal.
Single barrels	2 32
5 to 9 barrels	....
10 to 25 barrels	....
Boiled—	**Imp. Gal.**
Single barrels	2 34½
5 to 9 barrels	....
10 to 25 barrels	....

NOTE.—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Higher Turpentine; A Good Demand Here

Montreal.

TURPENTINE.—An advance to $2.45 per gallon for single barrel lots of turpentine makes the price ten cents above that of last week. There is, at this, a very strong undertone to the market, and with manufacturers using a great deal of the product, consumption has been seasonably heavy. No reduction of price is looked for.

Turpentine—	Imp. gal.
Single barrels	2 45
Small lots	2 65 2 75

(Packages extra.)

Putty Bookings Are Arriving For Spring

Montreal.

PUTTY.—Prices are steadily firm for standard putty. No changes have been made during the week, and the jobbers are now interested in the spring bookings, and which are arriving in large volume from week to week.

	5 ton	1 ton	Quanty.
Bulk, in barrels	$5 00	$5 25	$5 60
Do., ½ barrels	5 15	5 40	6 80
Do., 100 lbs.	6 80	6 10	6 45
Do., 25 lbs.	6 10	6 35	6 70
Do., 12½ lbs.	6 35	6 60	6 95
3 and 5 lb. tins	8 10	8 35	8 70
1 and 3 lb. tins	8 60	8 85	10 20
Do., in 100 lb. cases	7 15	7 40	7 75

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Seasonable Sales of White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—The steadily firming basis for pig lead is such as to suggest a strong undertone for corroded lead, and there is, naturally, a strong lead in oil market. Prices are without change, however, and there is some business for immediate delivery, with bookings heavy.

Prices for standard grade lead are: Five ton lots, per 100 lbs., $16.50; ton lots, $17, and smaller than tons, $17.35.

Paint and Varnish Are Both Very Firm

Montreal.

PAINTS, VARNISHES.—The undertone of the paint and varnish markets is decidedly strong. No reductions are probable on these two commodities, and, as a matter of fact, whisperings suggest that there may, in the near future, be increases for some of the products. Varnishes, in particular, are strong, and this is due to the continued high prices being asked for all raw materials entering into their manufacture, and also because of the high wages being paid, and the cost of all packages. Bookings are very excellent, the trade reports.

Shellacs Are Higher; All Glass Very Firm

Montreal.

SHELLACS, GLASS.—An advance is again effective for shellacs, both orange and white grades being affected. With the 50c increase now added, orange basis, in barrels, is $7.25 per gallon, and white, in barrels, $8. This makes the basis for one gallon lots $7.55 for orange, and $8.30 for white.

The glass markets are ruling firm, it being rather difficult to secure needed supplies of many sizes, especially of the double strength qualities.

TORONTO

TORONTO, December 31. — The paint and oil markets are rather quiet this week owing to the holiday season. Many manufacturers and jobbers are taking advantage of this to take their yearly inventory. Linseed is inclined to be scarce, although the price is unchanged. Turpentine is unchanged but may advance in sympathy with the Southern markets. Ready-prepared paints and white lead in oil are at present quiet, although it is stated large quantities are booked for spring and will soon begin to be shipped. Shellac is very firm and prices are nominal. It is stated that shellac gum is very hard to procure owing to the scarcity.

Linseed Oil Quiet; Remains Unchanged

Toronto.

LINSEED OIL continues to sell at unchanged prices. It is hard to state what the near future will bring, but much lower prices are not at present looked for. The Argentine crop may ease the situation somewhat, but much depends on shipping facilities. The following are the present prices:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 67	2 80
3 to 5 barrels, gal.	2 66	....
10 barrels and over	2 64	....
	Boiled	
1 to 2 barrels, gal.	2 70	2 83
3 to 5 barrels, gal.	2 69	....
10 barrels and over	2 67	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Turpentine Firm; Southern Markets Higher

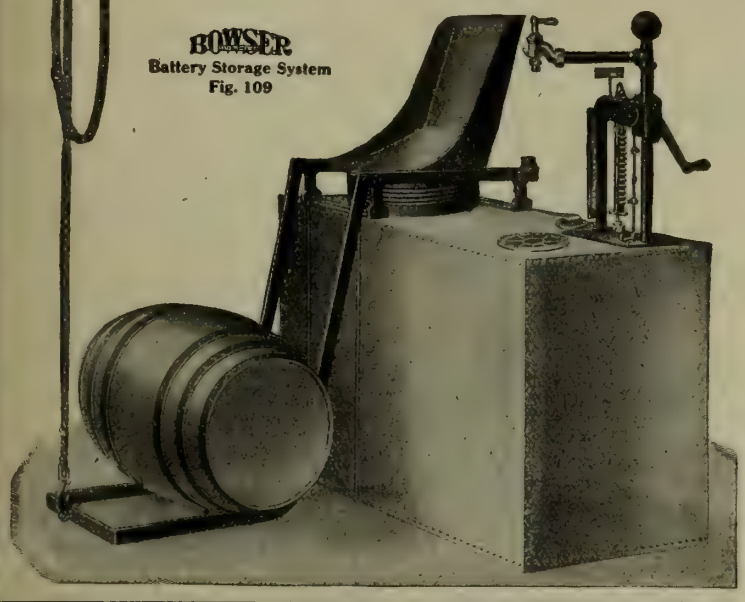
Toronto.

TURPENTINE prices remain unchanged, although they are a little stiffer on the Southern markets. The embargo, owing to the floods affecting some of the main shipping points has been lifted and fair quantities are expected to arrive. The following are present quotations:

Why Don't You Save Too!

"We figured that after the installation had been in three or four months it had more than saved its entire cost."

So writes a prominent user of Bowser Oil Storage. Their equipment has been in use thirteen years with no operating troubles or upkeep cost.



If you are not using Bowser Storage Systems for your oils you are losing money every day.

BOWSER ESTABLISHED 1885

Systems Do Save

You can save the Bowser Way. Our literature shows how. Write for it at once.

S. F. BOWSER COMPANY, Limited
66-68 Fraser Avenue, TORONTO, Ontario, Can.
Sales Offices In All Centres. Representatives Everywhere

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HAVANA
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6 Castlereagh Street

BRITISH SMELTING & REFINING CO. LIMITED

(ALLOYED UNDER THE STANLEY PROCESS)

LIONROYAL BABBITT

Standardized in quality and price— with protection to the Jobber.

BABBITTS
SOLDERS
PHOSPHOR TIN
PHOSPHOR COPPER
ETC.
LEAD, COPPER, TIN, SPELTER, ALUMINUM, & OTHER METALS

BRITISH SMELTING & REFINING CO. LIMITED.
DRUMMOND BUILDING MONTREAL

	Per	Imp. gal.
1 barrel lots	....	2 60
2 to 4 barrel lots	....	2 59
5 gal. lots	....	2 75

White Lead in Oil Firm; Shows Good Returns

Toronto.

WHITE LEAD IN OIL has been rather quiet during the holiday season. This, however, is usual, and, manufacturers state, that 1919 was one of the best years they have had for some time back. Spring bookings have been very satisfactory. If this is any indication, it points to a large turnover for 1920.

Ready Prepared Paint Shows Good Prospects

Toronto.

READY PREPARED PAINT. — The end of the year 1919 closed the books on one of the best years recorded for some time back. Prospects for 1920, it is stated, were hardly ever better. Present business is somewhat quiet, owing to the holiday. However, many are preparing for one of the best years in their history, it is stated, and, providing production in all lines steadies down, there will be enormous business handled, it is believed.

Putty Prices Firm; Remain Unchanged

Toronto.

PUTTY—Putty prices are unchanged, although quoted at a firm price. The following are the present quotations:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 35	$5 60	$5 95
Do., 100 lb. iron	6 20	6 45	6 80
Do., 25 lb. iron	6 45	6 70	7 05
Do., 12½ lb. irons	6 70	6 95	7 30
Bladder, in barrels	7 10	7 35	7 70

Use of Fuel Oil is Extending Very Rapidly as a Result of the Acute Shortage of Coal

CANADA is not likely to figure as a factor in production of oil for fuel purposes, according to a report just published in England, under the title of "The Coming Age of Oil in Great Britain." Apropos of the rapidly developing demand for fuel oil and its possibilities for displacing coal for many uses, the report says:

"Many recent circumstances, which are in the main connected with the abnormal conditions resulting from a great war, have led to a considerable discussion of the whole question of fuel—its high cost, its comparative scarcity, the increased demands on all available supplies to meet the expanding industries of the United Kingdom. General interest in this matter is being directed toward the possibilities of oil as a substitute for coal. Leaders of industrial and economic life in Great Britain, with the active support of the Government, are united to-day in considering what proportion of oil supplies are likely to be forthcoming from the United Kingdom and the British overseas dominions and possessions.

Supplies Small

"It is agreed that so far British territory has proved singularly unproductive in oil, the Empire's output being about 2½ per cent. of the world's total. In 1917, for instance, India furnished a little over 1,000,000 tons, Trinidad 20,000 tons, Egypt 134,500 and Canada 25,100, while outside of the Scottish shale oil industry the United Kingdom is not in the list of oil producing countries. Trinidad is rapidly attaining an important position as an oil producing country; Egypt is a similar 'Land of Promise'; but the results hitherto obtained in Canada and New Zealand are not very encouraging, while neither in Australia nor in South Africa is there much prospect of oil production.

For Railway Use

"As a natural corollary to the universally recognized need for oil fuel as a substitute for coal a great deal of attention has recently been devoted to the adaptation, among other things, of the internal combustion engine to railway locomotives. Coal, however, being a domestic product, it is generally believed that oil as a substitute for railway fuel would entail a tremendous expense in the establishment of supply depots and that its use would not balance the outlay which a general change from coal to oil would involve in British railway systems.

Oil Supply Depots

"Oil supply depots are already in existence on the Thames, at Avonmouth, Southampton, Manchester, Liverpool, Barrow, Hull, Sunderland, Grangemouth and Belfast. All important docks and harbors in Great Britain and Ireland are recognizing that if they are to maintain their position and enhance their prosperity provision will have to be made, where it does not already exist, for storing petroleum products. The advent of oil-driven shipping will mean the establishment of chains of oil-bunkering stations throughout the world to enable steamers to replenish supplies, and great developments are reported to be taking place in the installation of oil-fuel stations to serve such purpose."

Shellac Scarce; Prices Nominal

Toronto.

SHELLAC.—The shellac market is a very firm one, owing chiefly to the difficulty in securing stock, it is stated. The basis is therefore quite nominal.

An arrangement of stock such as is shown above not only makes for a neat and attractive store, but facilitates selling. From a display standpoint also it has a real value in dollars and cents.

The Publisher's Page

TORONTO JANUARY, 1920

NEWS and IDEAS

There was a saying, "What you don't know won't hurt you."

Don't believe it. Applied to business it's false. What a merchant doesn't know may hurt him seriously.

His profits depend upon "turn-over." His turnover depends upon his buying the right goods, receiving them in time, displaying them effectively and selling them intelligently.

Every hardware merchant's business is vitally affected now-a-days by the NEWS of the world. The alert merchant makes money out of the IDEAS that such news suggests to him.

Because progressive hardware merchants throughout Canada find all the live news of the trade and many business-getting ideas in HARDWARE AND METAL they read every issue closely. They find money-making ideas in both the advertising and reading matter pages. Ask any live hardware man which paper he reads and almost without exception he will say HARDWARE AND METAL.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Ammunition, in cases. Discount 30/10/20%; broken cases subject to an extra charge of 5%.

Terms—Metallics and shot shells, 60 days net, 2% 30 days. All goods f.o.b. factory.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.00; Nos. 1 and 2 (100 in box), $3.30; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.30; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Single Bits, doz.	$18 00	$22 00
Hunters' Axes	12 50	18 00
Boys' Axes	13 00	14 00
Double Bit	26 50	27 50

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 2, doz.	20 00
No. 3, doz.	22 50
No. 4, doz.	24 50

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B Montreal, Toronto.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	6.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:
Beaver, 35%.
Ford's Auger Bits.
Gilmour Auger Bits, 17½%.
Gilmour Car Bits.
Gilmour Eye Augers, net list.
Gilmour Ship Auger.
Rockford Auger Bits.
Irwin Auger Bits, net.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 10	$9 10
1—18 x 24	8 90	9 80
2—18 x 28	10 00	11 50
3—20 x 30	11 45	12 50

BOARDS, IRONING

	Dozen
No. 1, Daisy	$27 00
No. 10, Daisy	32 00
No. 31,	11 00
No. 33	16 00
No. 35	32 00
No. 36	36 00
Perfection	34 50

BOARDS, SKIRT—

No. 11, doz. 12 60

BOARDS, SLEEVE—

No. 3 dozen .... $ 6 00

BOARDS (Wash) Zinc

	Doz.
Baby Globe	2 35
Pony	$2 35
Royal Globe	5 15
Improved Globe	5 15
Neptune	5 15
Standard Globe	5 15
Original Globe	5 65
Solid Back Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 30
Glass Globe	6 30

F.O.B. Newmarket.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 20%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 10%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 5%.
Elevator Bolts, large head, 5%. corrugated head, 40%.
Fancy Head Bolts, 5%.
Shaft Bolts ($3 list), 5%.
Step Bolts, large head ($2 list), 5%.
Whiffletree Bolts, 5%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list, $2.00.
Stove Bolts, 60%. Tire Bolts, 40%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 37
Rods, base ½ to 1 in., round	0 35
Tubing, seamless, base	0 43

F.O.B. Montreal and Toronto.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 15%
No. 808	5%
No. 804	add 7½%
Nos. 802, 842, 844	7½%
No. 810	add 10%
No. 814	add 25%
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

	Dozen
Step ladder	$33 00
Step ladder stools	18 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Discount of 7½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 5% f.o.b. St. John, N.B.

CLOCKS

Big Ben	$3 25

F.O.B. Montreal, Toronto, Hamilton.

Good Morning, each	1 60
Lookout	2 00
Sleepmeter	2 15

Hamilton

CLOTHES BARS AND DRIERS

	Per Doz.
Leader Clothes Dryers	$10 85
Clothes Bars, Nos. 1 and 3	11 00
No. 2	13 80
No. 4	12 00
No. 5	14 00
No. 6	16 00

CLOTHES HORSES, Etc.

	Folding	Extension
4 ft.	$ 9 75	$19 50
5 ft.	12 25	24 50
6 ft.	15 00	30 00

CLOTHES LINES (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 83
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$17.50	
¼ in.	13.25	
5-16 in.		$15.75
⅜ in.	11.40	14.05
7-16 in.	11.15	13.80
½ in.	10.70	13.60
⅝ in.	11.00	13.20
¾ in.	10.20	12.60
⅞ in.	9.95	12.35
1 in.	9.70	12.25

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$18.95	.....
3-16 in.	18.00	$22.75
¼ in.	16.50	19.50
5-16 in.	13.80	15.70
⅜ in.	10.80	.....
7-16 in.	10.20	.....
½ and ⅝ in.	9.95	.....

F.O.B. Toronto, Montreal.

Cow ties, net list; trace chains, list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 20%; stall fixtures, No. 1, or or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs.

F.O.B. Montreal, Toronto, Hamilton, London.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 41	0 39
Soft sheets, base 16 oz. and heavier	0 42	0 40
Tubing, lb.	0 46	0 45

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	90
No. 7, lb.	89
Nos. 8, 9, 10, 12	88

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.	$34 80
2 ft. 10 in., doz.	35.40
3 ft. x 7, doz.	36.60

F.o.b. Toronto.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank. List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

THE WHY PHILOSOPHY OF

W. G. HARRIS

President The Canada Metal Company, Limited

Did you ever get up against the question WHY?

In building up a huge business like ours, time and time again WHY is the great question we get rubbed in.

For instance, for years we have been manufacturing BABBITT METALS—SHEET LEAD—LEAD PIPE and SOLDER and guarantee everything we manufacture to be of the highest quality and to give excellent service.

WHY can we give this guarantee?

The reply is, we have been manufacturing for over 30 years and our factory is the best equipped in the Dominion. We use nothing but the purest of raw materials.

The WHY is because of QUALITY and SERVICE.

Let us have your enquiries.

THE CANADA METAL CO., LIMITED

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

Busy Dealers

prefer to sell the line that needs the least talking in order to make sales.

Automobile SKATES

The Skate with Aluminum Tops

are half sold not only on account of their Canada-wide quality reputation but for their splendid appearance, workmanship and finish.

—chrome-nickel blades with hard-as-glass surface that keeps keenest edge.

—soft, tough core preventing brittleness.

—a model for every purpose.

These are the sure sales-closers that seldom fail. Write for particulars and see if this is not the line you need for this year.

CANADA CYCLE & MOTOR CO. LIMITED · C·C·M · WESTON · CANADA

Canada Cycle & Motor Co., Limited

Montreal Toronto WESTON Winnipeg Vancouver

DRILLS—Continued

7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	35%
Straight Shank	35%
Straight Shank, wire	35%
Taper Shank	35%

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 10%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

Class—	Black	Galv.
A	0 57	0 72
B	0 25	0 35
C	0 19	0 25

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4" and under	70%	75%
4½" and larger	60%	65%

4" and under, running thread, 40%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRILLS, ELECTRIC

Single heat, round	$7 50
Three heat, round	8 25

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼"	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.: ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles plus 10%. All doubletrees, 2½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net list. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Canada	12 50
Hatch	12 75
National	14 50
America	16 50
Great West	30 00
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	....
Majestic, 2 Burner	....

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices. Figured Net list.

	Strap Doz.	Tee pairs.
4-inch	$ 3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

Light, Net Prices. Figured net list.

3-inch	$1 00	$1 00
4-inch	1 20	1 10
5-inch	1 40	1 30
6-inch	1 70	1 50
8-inch	....	....
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 15%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 40	$5 00-$5 50
No. 3, per doz.	4 50	5 50- 6 40
No. 4, per doz.	4 60	6 00- 7 40
Little Giant	6 25	....- ....
Barden Patent	6 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1:15 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set		$2 05
Mrs. Potts, No. 50, nickel-plated, set		2 25
Mrs. Potts, handles, japanned, doz.		1 40
Sad irons, common, plain, 3, 4 and 5 lbs		9 20
Sad irons, plain, 6 lbs. up		7 00
Sad irons, common, plated		5 50
Princess Electric, each	$4 00	4 10

Canadian Beauty Electric Irons—

Style A	$4 71
Style B	5 08
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$14 75
Lightning	16 25
Heath's *	13 25

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 31
Crescent	0 28
Household	0 24
Faultless, 4 to 10 ft. only	0 35
Ontario, 4 to 10 ft. only	0 32
Shelf Lock, 4 to 5 ft. only	0 27
Gardner, No. 1	0 23
Do., No. 2, bolted	0 25
Dominion, No. 3	0 26
Do., No. 4, bolted	0 29

Single and Fruit Picking

10 ft. to 16 ft.	23c ft.
18 ft. to 20 ft.	24c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

	Per ft.	
20 to 32 ft.	$0 25	$0 27
36 to 40 ft.	0 27	0 30
44 ft.	0 29	0 33
Over 44 ft.	0 42	0 40
Best quality, 20 to 40 ft.		0 35
Three section extension		0 35

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby....$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$1 80-$2 00
Steel Thumb, No. 3	2 40- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
Playtime, engine drive	26 00
Ideal Power	30 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	13 00
Popular, No. 2	12 50
Economic	15 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Low pressure water motor washer, each	31 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 30 and 5%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14 25
Pick, doz.	14 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—

No. 4, dozen	$36 24
No. 8, dozen	40 92

Universal—

No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

O-Cedar, doz. net		$12 60
Sprustex, No. 2, doz.	$8 00	8 40
S.W. Mops, complete, doz.	5 25	5 40
Mop Sticks, doz., No. 8		2 00
Cast Head Mop, doz.		2 00
Crescent, doz., No. 10	2 50	3 35
Crank wringing, doz.		8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.30.

Sault Ste. Marie, Port Arthur Fort William, $5.55 base, f.o.b. factory: no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—$5.35 base, f.o.b. Montreal. No equalization of freights.

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton, $11.75.

MADE IN CANADA

SIMMS

BETTER BRUSHES AND BETTER BROOMS

You should handle this line not only because it is "Made in Canada," but because it is absolutely the BEST line of brushes and brooms made **anywhere.**

SIMMS Brushes and Brooms are perfectly constructed, and beautifully finished.

A guarantee of quality goes with every piece bearing the SIMMS name.

Stock up on the famous SIMMS line of

Paint Brushes
Lather Brushes
Scrubbing Brushes
Shoe Brushes
Stove Brushes
Brooms
Whisk Brooms

Every one a profitable sale and a sure repeater. For particulars write our nearest branch.

T. S. SIMMS & CO.
LIMITED
Makers of Better Brushes and Brooms for 54 years
Head Office: St. John, N.B.
MONTREAL TORONTO
LONDON

Mr. A. J. SEILER
One of our special washer salesmen

Our Expert Salesman Will Help You—

We help our dealers to make large turnover and satisfactory profits. We not only furnish material for window display newspaper ads and moving picture slides, but also send an expert salesman to assist in putting on demonstrations. He teaches the salesman in the store the right line of talk to use. He calls on the best prospects at their homes.

We want one Time-Saver dealer in every town and should like to hear from dealers in the territory in which our representative has been appointed.

BEATTY BROS., LIMITED

Winnipeg, Man. Fergus, Ont. Montreal, Que.
London, Ont. Edmonton, Alta. St. John, N.B.
Vancouver, B.C. London, Eng.

Beatty Bros. Limited Bulletin

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$23 00
No. 6	22 00
No. 7	21 00
No. 8	20 00
Nos. 9 to 12	19 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mess and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM

Best (American)	$21 00-$22 00
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (spun)	21 50
U.S. Navy (unspun)	.....
Plumbers (spun)	19 25

F.o.b. Montreal, Toronto.

OILS

	Montreal	Toronto
Royalite, gal.	0 22½	0 21½
Palacine, gal.	0 25½	0 24½
Gasoline, net, gal.	0 33	0 32
	List	Gallon
Black oil (Summer)	0 14½	0 13½
Black oil (Winter)	0 16	0 15
Imperial Kerosene Tractor	....	0 59
Capital cylinder	0 62	0 58
Machine oil, regular grades	0 36	0 36
Standard gas engine oil	0 40½	0 37
Parafine	0 25	0 21

List, less 15% on above.

Polarine Oil, list	0 90
Polarine Oil, heavy, list	0 90
Polarine A. list	1 00
Gargoyle Mobiloil, A and E	1 30
Gargoyle Mobile, B and BB	1 40

List, less 25% on above.

Fuel oil, bbls. net	0 09
Fuel oil, tank cars, net	0 08

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER

Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 23	
Dry Fibre, No. 2, Anchor	0 72	
Tarred Fibre, Anchor, No. 1	1 33	
Tarred Fibre, Anchor, No. 2	0 90	
Rosin Sized Sheeting, red	1 05	
Do., blue	1 70	
Surprise Fibre	0 80	
"Stag" Sheathing	0 80	
Tarred felt, per cwt.— 7, 10, and 16 oz.	4 65	
Cyclone (dry)	1 23	
Cyclone (tarred)	1 33	
Joliette (dry fibre)	0 72	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	5 75	
Straw, sheathing, heavy, dry, cwt.	4 15	
Do., tarred, per cwt.	4 30	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

	Montreal	Toronto
Clay—		
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 50
4 gross (cartons), 4 in.	1 75
Spring, 2 grs. box	1 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 42, Dec. 9, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	0.....
¼ in.	4 65	6 78	5 13	7 26
⅜ in.	4 65	6 78	5 13	7 26
½ in.	6 16	7 74	6 84	8 42
¾ in.	7 76	9 89	8 68	10 81
1 in.	11 48	14 62	12 84	15 98
1¼ in.	15 53	19 78	17 37	21 62
1½ in.	18 56	23 65	20 76	25 85
2 in.	24 98	31 82	27 94	34 78
2½ in.	39 49	50 31	.....	.....
3 in.	51 64	65 79	.....	.....
3½ in.	65 78	82 80	.....	.....
4 in.	77 94	98 10	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$27 94	$34 78	$31 64	$38 11
2½ in.	40 66	51 48	46 51	57 35
3 in.	53 17	67 32	60 82	74 97
3½ in.	66 70	83 72	75 90	92 92
4 in.	76 85	97 01	....	....
4 in.	79 08	99 19	89 93	110 09
4½ in.	88 00	113 00	107 00	132 00
5 in.	103 00	132 00	125 00	154 00
6 in.	133 00	171 00	162 00	200 00
7 in.	175 00	224 00	211 00	259 00
8 L in.	184 00	235 00	221 00	273 00
8 in.	212 00	271 00	255 00	314 00
9 in.	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in.	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$ 8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. 15%

Medium and extra heavy pipe, 2, 3, 5 and 6 ....10%

Medium and extra heavy fittings, 2 to 6 inch 25%

8 inch pipe and fittings 5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

PLATES, CANADA

Prices nominal,	Montreal,	Toronto
Ordinary, 52 sheets	$7 85	$7 36
Do., 60 sheets	7 95	7 45

PLATES, COKE, TIN

Per Box	Tor'to.	Mont.
IC, 20x28 base	$21 00	$21 00
IX, 20x28 base	24 00	24 50
IXX, 20x28 base	27 00	27 50
IXXX, 20x28 base	29 00	29 50

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $20 50

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

4-oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 30 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Ben-Ton

Size Case	Doz.	Case
¼ pts., 3 doz.	$1 15	$3 40
½ pts., 3 doz.	2 10	6 00
Pints, 2 doz.	3 15	6 00
Quarts, 2 doz.	4 65	9 00
½ gal., 1 doz.	8 40	8 40
Gal., ½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square

	Montreal	Toronto
Samson, 1-ply roll	2 50	
Samson, 2-ply, roll	2 95	
Samson, 3-ply, roll	3 50	
R. S. Special, 1 ply	1 85	
R. S. Special, 2 ply	2 10	
R. S. Special, 3 ply	2 35	
Everlastic, 1-ply	1 95	
Everlastic, 2-ply	2 30	
Everlastic, 3-ply	2 65	
Panamoid, 1-ply	1 85	
Panamoid, 2-ply	2 15	
Panamoid, 3-ply	2 50	
Red Star Ready Roofing, 2-ply	1 75	
Do., 3-ply	2 05	
Liquid roofing coating, per gal., in barrels	0 50	
5 and 10 gal. lots, per gal.	0 60	
1, 2, 3 gal. cans, gallon	0 85	
Coal Tar (refined), bbl.	8 25	
Coal Tar (crude)	7 00	

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	31
Beaver Manila basis	26
New Zealand hemp basis	26
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lathe yarn	23
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis	On application
Cotton, ⅛ in.	0 83
5-32 in.	0 82
3-156 in.	0 82
¼-in. and up	0 81

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 761 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (58½), $8.80; 852 (73), $5.50; 762B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $6.00.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge, Steel	$4 90
103, 50 ft. Reliable Jr., Steel	4 95
243, 50 ft. Rival, Steel	4 25
1243, 50 ft., Rival Jr., Steel	3 95
603, 50 ft., Metallic	3 45
604, 66 ft.	3 85
403, 50 ft., Linen	2 40
	Dozen
713, 50 ft., Ass Skin	6 60
714, 66 ft., Ass Skin	7 75
143, 3 feet, Steel Pocket	7 50
145, 5 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices, net: standard scales, discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

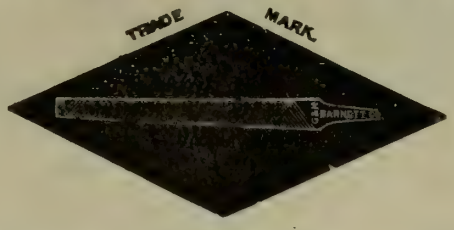
SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	75%
Wood, R.H., bright	72½%
Wood, O.H., bright	72½%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

FISHING TACKLE

This British-American symbol

is the Trade Mark of the best brand of fishing tackle made anywhere in the world.

This is a claim endorsed by fishers everywhere because of Morrisca Tackle's proved reliability.

Dealers find Morrisca Tackle the oustanding order-getter. It makes new customers and keeps the old ones.

Our new General Catalogue is now in preparation. May we put your name on our register?

Morris, Carswell & Co., Ltd.

Craftsmen in Silkworm Gut

118 Howard Street, Glasgow
Scotland :: (Wholesale only)

And at Murcia, Spain *Established 1855*

A PROSPEROUS NEW YEAR

is often wished TO us, but a great deal of the prosperity depends upon individual efforts

THE CUSTOMERS WHO ORDER

LONDON BAR IRON IN 1920

will start the work with the right

Quality

to assure the prosperity that comes as a natural result of individual efforts to make

BUSINESS BETTER THAN EVER

London Rolling Mills Co.

LIMITED
LONDON, ONTARIO

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $16 76
Golden Clipper 16 76
Little Giant 17 76
Bush 16 25
F.O.B. London, Toronto, Montreal.

SNATHS Doz.
00 Patent $13 75
1 .... 13 20
2 .... 12 65
3 .... 11 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

	Premier		Apollo	
U.S. oz. ..	8 90	9 75	9 25	9 50
U.S. 28...	8 30	10 15	8 85	8 80
U.S. 26...	7 90	8 75	8 55	8 45
22 and 24.	7 70	8 15	8 40	8 25
18 and 20.	7 50	7 95	8 25	8 05
16	7 25	7 75	8 10	7 85
12 and 14.	7 05	7 50	7 95	7 60

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

F.O.B. Hamilton and Toronto.

	Queen's Hd.	Fleur-de-lis
28 ga.	$10 50	$10 00
26 ga.	10 25	9 75
24 ga.	9 65	9 70
22 ga.	....	9 30
20 ga.	....	9 10

F.O.b. Montreal.

SHINGLES, METAL
Standard, galvanized $10 00
Standard, painted 8 00
Discount 7½%.

SWEEPERS, CARPET Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing $51 00

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP
Eureka, per M......$13 50 $16 50

STANDS, WASHTUB—
Reversible Drip, each $2.25

STAPLES
See Wire Products.

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$18 75
Perfection No. 33, 3-burner.. 24 26
Perfection No. 34, 4-burner.. 30 75
No. 22G oven for above stoves 7 25
Discount, 25% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net 4 50
Detroit Glass Front Oven, No. 85, each, net.......... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters. List
No. 525, each ....$ 7 00
No. 530, each 8 25
No. 630, each 10 25
Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—
Star, No. 1, doz............ 24 00
Star, No. 2, doz. 24 00
Sun 18 60
Adjustable Pin, No. 44, doz.. 34 50

STRETCHERS, WIRE
Hercules, doz. $2 60
Sampson, doz. 7 50
Universal, nick., Cyco bearing 46 00
Universal, jap., Cyco bearing 39 00

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades.....	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	....
Hollow Back Scoops	45 and 5	....	45 and 5
Sand Shovels	45 and 5	....	45 and 5
Hollow Back Shovels..............	45 and 5	....	45 and 5
Hollow Back Coal Shovels	45 and 5	....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels......	45 and 5	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.........	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Club, jap. Cyco bearing.... 108 00
Champion, nickeled fittings.. 48 00
Champion, japanned fittings. 36 00
Grand, nick., Cyco B.B..... 61 00
Grand, jap., Cyco B.B...... 57 00
Grand Rapids, nick., Cyco B.B. 48 00
Grand Rapids, jap., Cyco B.B. 41 00
Parlor Queen, nick., Cyco, B.B. 54 00
Princess, nick., Cyco B.B... 49 00
Standard, nickeled fittings.. 44 00
Standard, jap. fittings 37 00

SIDING, METAL
Standard, galvanzed $8 50
Standard, painted 6 50
Discount 7½%.

Superba, nickeled 140 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS (ELECTRIC)
Steel frame $36 46
Aluminum frame 43 90
Attachments, set 8 25
F.O.B. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 and 10%
Shoe findings list adopted July 5, 1917 .... Net List
List of Capped Goods adopted Jan. 1, 1916..602and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Canadian Beauty $4 71
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. 0 12

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 16 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 List less 10%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor Giant No. 1 G, doz... 2 70
Jump, No. 1 .... 2 95
Hawley & Norton, No. 1..... 3 45
Newhouse, No. 1 .... 5 00
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $20 80
No. 1, per dozen 18 50
No. 2, per dozen 16 20
No. 3, per dozen 13 85
F.O.B. Newmarket.

TWINE (COTTON)
5-lb. sack, 3-ply, lb...... 0 87
Cones, 3-ply, lb 0 83
Do., 4-ply, lb. 0 87½

VALVES AND COCKS
Compression work, standard.... 28
High grade 24
Fuller work, standard.......... 34
Basin cocks, No. 0, standard... 23
Nos. 1 and 2 23
Bath cocks, compression....... 30
Flatway stop and waste cocks, standard 32
Roundway stop and waste cocks, standard 32
Brass steam cocks, standard..Net list
Radiator valves, standard...... 15
Do., removable seat.......... 10
Globe, angle and check valves, standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Jenkins Globe ....Net
Standard Gate ....Net
F.O.B. Toronto.

Penberthy Brass Valves
Compodisk Valves 5-2½%
Gate Valves 15%
Regrinding Valves 5%
Swing Check Valves ..... Net List

WARES, ETC.
Britannia, 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 40% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list, plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list, plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 25%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Nickel-plated Ware, 50%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00. 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in. 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.....	$3.75	$4.00	$4.00
Section, ½lb., per 100 lbs.....	3.75	4.50	4.00
Solid, 3 to 30 lbs., per cwt.	3.00	3.25	3.10-3.25

WHEELBARROWS
Navvy, steel wheel, doz......$68 00
Garden, steel, doz........... 64 25
Light garden, doz........... 46 80
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

Cut Hay Wire. Per 100 lbs.
No. 9 .... $5 80
No. 10 .... 5 90
No. 11 .... 5 95
No. 12 .... 6 05
No. 13 .... 6 15
No. 13½ 6 20
No. 14 .... 6 35
No. 15 .... 6 50
No. 16 .... 6 65

Stovepipe Wire
No. 18 .... 8 75
No. 19 ....9 25
Fine wire, list plus 20%.

Smooth Steel Wire.
Nos. 0-9 gauge, base 5 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

WIRE STAPLES
Bright Wire, $5.60, base.
Galvanized Wire, $6.35, base.

WRENCHES, STILLSON
6 in., doz..................$12 00
8 in., doz.................. 13 50
10 in., doz.................. 15 00
14 in., doz.................. 21 00
18 in., doz.................. 30 00
24 in., doz.................. 43 50
36 in., doz.................. 81 00

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 160 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 149 00
Challenge, No. 311E 100 30
Discounts from above list 30 and 5 per cent.
Terms—30 days, less 2 per cent. Freight equalized on quarter dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 240

PICKLED SHEETS

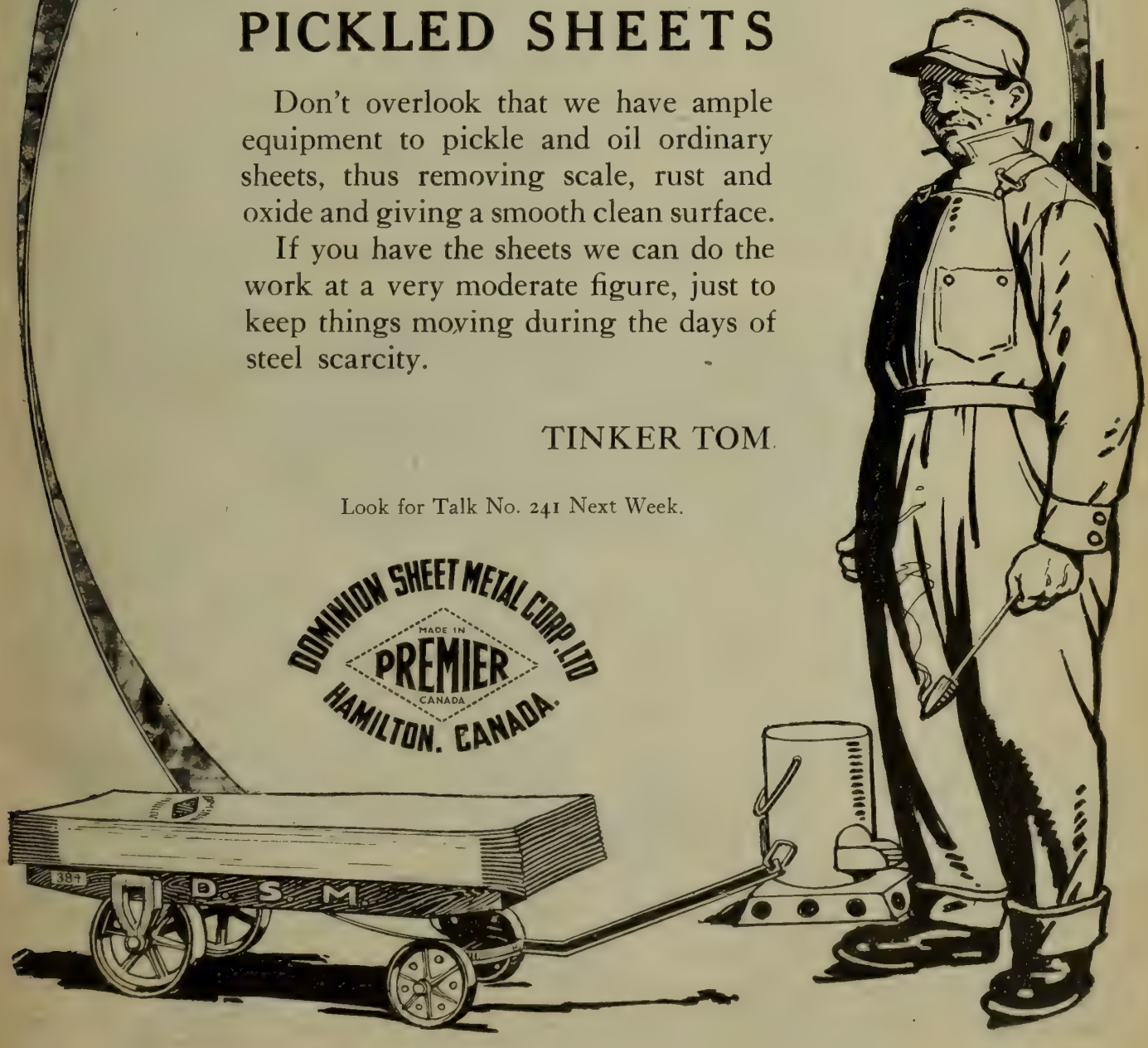
Don't overlook that we have ample equipment to pickle and oil ordinary sheets, thus removing scale, rust and oxide and giving a smooth clean surface.

If you have the sheets we can do the work at a very moderate figure, just to keep things moving during the days of steel scarcity.

TINKER TOM.

Look for Talk No. 241 Next Week.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	08-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1	08-09½
Do., pure	15-17
Imp. green, 100-lb. kegs	17-19
Chrome green, pure	19-35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	10-14½
Indian red, 100-lb. keg	15-20
Indian red, No. 1, 100-lb. kg.	06-17
Lamp black	23-27
Venetian red, best bright	07-09
Venetian red, No. 1	03½-05½
Drop black, pure dry	09½-15
Golden ochre, 10-lb. kegs	08-12
White ochre, 100-lb. kegs	05½-06
White ochre, barrels	04-04½
Yellow ochre, barrels	08½-05½
French ochre, barrels	08-10½
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	02½-04½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE

1 lb. tins—	
Venetian red	23-30
Indian red	30-36
Chrome yellow, pure	53-55
Golden ochre, pure	30-32
French spruce ochre, pure	25-29
Greens, pure	28-38
Siennas	34-36
Umbers	34-36
Ultramarine blue	45-50
Prussian blue	1 00-1 02
Chinese blue	1 00-1 02
Drop black	35-37
Ivory black	0 36
Signwriters' black, pure	38-40
Lampblack	38-40
Marine black, 5-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$7 47½
B-H "White" Enamel	6 90
C.P.C. Albagloss	5 75
Mooramel	7 00
Sunshine, white	5 10
Jasperlac	4 15

GLUE	Per lb.
Discount—	
French medal (prices withdrawn).	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	0 24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$18 95	$22 90
26 to 34	19 60	24 85
36 to 40	20 50	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 85
106 to 110	....	73 10

Discount box glass: Toronto, 20%; London, 20%; Montreal, 15%. Cut size sheet glass, plus 5% to 10%; cash 2%.

GLASS, PLATE Sq. ft.	Mont.	Tor'to
Plates from—		
1 to 15 feet	1 65	1 65
15 to 25 feet	1 95	1 85
25 to 50 feet	2 15	1 95
50 to 75 feet	2 20	2 20
75 to 90 feet	2 25	2 20
90 to 100 feet	2 30	2 20

Above prices are net, f.o.b. Toronto, London and Montreal. Freight charges and casing extra.

GLAZIERS' POINTS

Zinc coated, $1.44 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 00	$17 35
Crown Diamond, pure	17 00	17 35
Green Seal	17 00	17 35
Ramsay's Pure	17 00	17 35
Moore's Pure	17 00	17 35
Tiger, Pure	17 00	17 35
O.P.W. Dec. Pure	17 00	17 60
Red Seal	17 00	17 35
O.P.W. English	17 00	17 35
Elephant Genuine	17 50	17 85

B.B. Genuine Lead, less than tons, $19.60, Toronto; $18.90, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$12 50	$14 50
Genuine, 100-pound kegs, per cwt.	13 50	15 50
Less quantity	14 75	17 00

F.o.b. Montreal, Toronto.

25s	0 34½	....
10s	0 35	....
5s	0 36	....
2s	....	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$10 75
Smaller lots (cwt.)	11 75

LIUIQD, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	3.50- 7.00

F.o.b. Montreal, Toronto.

MURESCO

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $8.40. F.o.b. Toronto.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$4 95
Sanitone, white	3 60
Sanitone, colors	3 50
C.P. Co., Pure, white	5 05
C.P. Co., Pure, colors	4 80
B.-H. English, colors	4 80
B.-H. English, white	5 05
B.-H. Fresconette, white	3 60
B.-H. Fresconette, colors	3 50
B.-H. Floor	4 00
B.-H. Porch Floor	4 80
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 00
Crown Diamond, Porch and Gallery Paint, gal.	4 60
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Egyptian Paint, white	4 00
Do., colors	3 85
Moore's Floor Paint	3 75
Moore's Sani-Flat	3 75
Moore's Porch and Deck Paint	4 90
Jamieson's Crown Anchor	4 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	4 00
O.P.W. Flat Wall, white	3 60
O.P.W. Flat Wall, colors	3 50
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 65
Glidden's white	5 05
Glidden's colors	4 80
Martin-Senour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 80
Martin-Senour, Neutone, white	3 60
Martin-Senour, Neutone, colors	3 50
Senour's Floor Paint	4 00
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 00
Sherwin-Williams, porch floor	4 80
Flat Tone, white	3 60
Flat Tone, colors	3 50
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., colors	4 80
Lowe Bros., hard drying floor	4 00
Mellotone, white	3 75
Mellotone, colors	3 60
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 25
Pearcy's Prepared, colors	4 25
Pearcy's Prepared, white	4 50

Barrett's Everjet Products—

Elastic Carbon Paint—		
Bbl. lots, per gal.	0 65	0 80
½ bbls., gal.	0 70	....
5s and 10s, gal.	0 80	0 95
1s (per case of 1 doz.)	9 50	10 55

Everjet Quick-drying Metal Paint, bbls., gal.	0 70
½ bbls., gal.	0 75
5s and 10s, gal.	0 85
Case (12 1's)	10 50
Everjet Black Enamel—	
Crates of 2 doz., 8-oz., doz.	1 35
Crates of 6 doz., 8-oz., doz.	1 25
Crates of 12 doz., 8-oz., doz.	1 20
Crates of 2 doz., 16-oz., doz.	2 25
Crates of 6 doz., 16-oz., doz.	2 10
1-gal. cans, gallon	1 10
5 and 10 gal cans, gal.	1 00
Barrels and ½ bbls., gal.	0 90
Carbosota Liquid—	
Barrels	0 55
Half barrels	0 60
5s and 10s, gal.	0 70
1s (case 12 gallons), case	8 75
Shingle Varnish	8 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	....
In kegs, about 250 lbs.	....
In 50 lb. and 100 lb. drums	....
In 25 lb. drums	....
In 1 lb. packets, 100 lbs. in case	....
In ½ lb. packets, 100 lbs. in case	....

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PITCH

Cwt.	1 20

PUTTY Standard	Montreal	Toronto Less than tons
Bulk, in casks	$5 60	$5 95
Bulk, 100-lb. drums	6 45	6 80
Bulk, 25-lb. drums	6 70	7 05
Bulk, 12½-lb. irons	6 95	7 30
Bladder, in bbls.	7 35	7 70

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.

Pure Putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$11 50
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Gal. jugs	8 30	7 55
Shellac gum—	Per pound	
TN	1 50	2 00
Finest orange	1 75	2 25
Bone dry white	2 00	2 50

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 60
Takoff	3 60
O.P.W. Presto	2 75
Lingerwett	3 24
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz.
B.H.	$1 40
O.P.W.	1 50
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$1.90 gal.; gal tins, $1.57-$2-15.

Depend-on, list	4 60
B.-H. Maritime Spar, list	9 25
Elastic	4 00
Spar subject to discount of 40%.	
Elastilite	3 50
Granitine Floor Finish	4 00
Hydrox Spar	4 15
C.P.C. Sun Varnish	3 83
C.P.C. Sun Spar	5 13
C.P.C. Sun Waterproof Floor	3 90
Jasperite Interior and Exterior	3 50
Jasperite Pale Hard Oil	2 50
Jasperite Indestructo Floor Varnish	3 50
Jamieson's Copaline	3 75
M-S Marble-Ite Floor	3 91
M-S Wood-Var	3 91
M-S Durable Spar	5 11
M-S Finest Interior	4 36
Elastic Interior	3 14
Mar-not	3 90
Quick Action House	2 65
Rexspar	5 14
Scar-Not	3 84
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 68
Ramsay's 7-20	2 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	3 65

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	8 40
Coralite, 5-lb. pkgs., colors	8 40
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40
Perfecto Wall finish, white, 5-lb. pkge., lb.	0 07½
Tints, 5-lb. pkge., lb.	0 08

F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing	$0 21

WHITE

XXX	0 18	XXX	0 19
XX	0 16¾	XX, gra'd	0 17¾
X	0 15¾	XLCR	0 16½
XC	0 13½	X Empire	0 15¼
Japanese	0 13	X Press	0 14

COLORED

No. 5	0 13¾	Fancy	0 15
No. 1	0 12¾	Lion	0 13½
No. 7	0 11¾	Standard	0 12
No. 1A	0 10¾	Popular	0 10½
No. 1B	0 09¾	Keen	0 09

Above lines subject to trade discount for quantity.

WAX	Per lb.
B.H. Wax	0 45
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 32
O.P.W. Lion Brand	0 45
Old English	0 64-0 66
Johnson's	0 64-0 66
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 4[illegible]

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2 34

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00

WOOD ALCOHOL	Per gal.
In five gallons	1 25
Elastillite	4 00

$4 extra for barrels.

F.o.b. Montreal, Toronto, London.

STOP - LOOK AND LISTEN

buying
Cheap Hardware
and stock

SB

Quality Hardware

Door Hangers,
Hinges, Etc.

if you want to enjoy
Larger Sales,
Bigger Profits
and Better
Satisfied Customers
buy

SB

Quality Hardware

by stocking and
talking

SB

Quality Hardware

you will be
making
More Money
and Better Friends.

Our new catalogue will be ready for distribution about January 21st. Ask for copy.

SLATER & BARNARD, LIMITED

HAMILTON, - ONTARIO

FORMERLY THE ALLITH MANUFACTURING CO. AND SAFETY DOOR HANGER CO.

S

BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $19.70; buckshot, $18.00; bail, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.60; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $4.10; C.B. Caps, $5.20; 22 Short Black, $5.90; 22 Long Black, $7.05; 22 Long Rifle Black, $8.25; 22 Short Smokeless, $6.30; 22 Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regal Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

AXES

Single Bit	$15 50	$16 00
Double Bit		21 50
Broad Axes		65 00

BAR IRON

Bar Iron — $4.75 base; Swedish iron, $8.00; sleigh shoe steel, $5.50; spring steel, $6.00; machinery steel, $8.00.

BARS, CROW. $10.50 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¼c.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 10-10-10% off list.

Standard, 10-10% off list. Extra 10%.

The "double" list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 22½%; over 6 inch, 5%; 7-16 inch and larger, 5%, machine, ⅜ and under, up to 4 inch, 25%; over 4 inch, 15%; 7-16 and over, 15%; machine set screws, 40%; plough bolts, 10%; stove bolts, 60%; shaft bolts, 7½%; tire bolts, 40%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	42
3 x 3 in.	44
3½ x 3½ in.	46
4 x 4 in.	57
4½ x 4½ in.	84
5 x 5 in.	104

Wrought Steel—

No. 800	20% on list
No. 804	Net list
No. 838	5% on list
No. 840	15% on list

CHAIN

Coil, 3-16 in., $17.25; ¼, $15.75; 5-16 in., $13.00; ⅜, $10.25; 7-16, $10.00; ½, $9.75; 9-16, $9.75. Logging, 5-16 in., $14.75; ⅜ in., $12.00; ½ in., $11.50; tie-out, 47½%.

CHIMNEYS, LAMP

A, per case, 8 doz., $0.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

CHURNS

Barrel, No. 0, $7.25; No. 1, $7.25; No. 2, $8.05; No. 3, $8.90; No. 4, $10.50 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 60
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 84c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.48; 10 in., $7.20; 12 in., $8.46.

Conductor pipe, 2 in., per 100 ft., $7.56; 3 in., $9.14; 4 in., $12.06.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 25%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	60%
Nipples 4" and under	70%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$13 95	$19 80
26 to 40	14 85	19 80
41 to 50	17 55	22 50
51 to 60	18 45	22 95
61 to 70	19 35	24 30

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.

Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 50
28 Am. or 26 Eng.	10 30
26 Am. or 26 Eng.	9 80
24	9 65
22	9 65
18 and 20	9 50
16	9 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Heath's	$13 25
Lightning	13 25

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	....
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, ton lots, $18.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	...
Snowball	....

Prices on application.

MATTOCKS

Pick, $18.75; cutter, $18.75.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 60
O-Cedar Polish, No. 3	12 60
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	.....
Star	7 50	8 00

NAILS

Wire f.o.b. Fort William, $5.00 base; Winnipeg, $5.50 base. Cut f.o.b. Winnipeg, $7.05.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 65
30 in.	8 08
36 in.	9 50

NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, per 100 lb.	$24.00
Clipper, unspun, per 100 lbs.	22.50
Plumbers, per 100 lbs.	12 00

OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 58c.

PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 10	1 20
Cyclone	1 10	1 20
Navy	1 25	1 45
Triumph	1 35	1 50

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 5 18	$ 7 47
⅜ inch	5 27	7 61
½ inch	7 02	8 73
¾ inch	8 62	11 12
1 inch	13 05	16 48
1¼ inch	17 64	22 23
1½ inch	21 06	26 55
2 inch	28 35	35 78
2½ inch	45 99	58 01
3 inch	60 12	75 87
3½ inch	76 50	96 30
4 inch	90 68	113 40
4½ inch	102 60	130 50
5 inch	119 70	152 10
6 inch	155 70	197 10

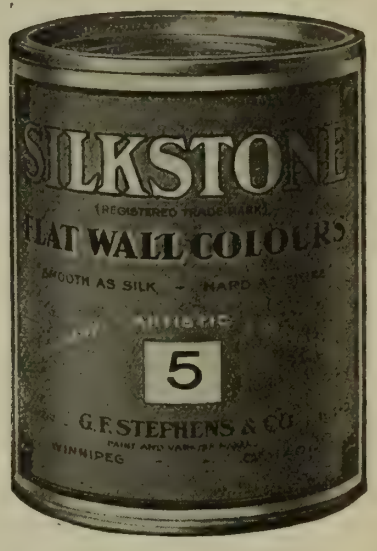
PLASTER, Paris, per bbl., $5.25.

PLATES, CANADA

18 x 21 per box, ordinary, $8.75; 18 x 24, ordinary, $8.75; 20 x 28, ordinary, $9.

One Fact Sells Silkstone—

Economy!



Tell Customers the Facts

Silkstone Flat Wall Colours are cheaper than wall paper, more sanitary and lasting; Silkstone can be washed often and never rubs off; it gives a beautiful, soft, silky finish that will outwear any other wall covering. The economy of this splendid finish, that costs so little to apply and serves so satisfactorily, is an appeal to every customer.

While economy is a forceful appeal to housewives and furnishes a motive for an enormous purchase of Silkstone, it is a profitable article for the dealer. We suggest that you write us and so give opportunity for us to prove two things—that Silkstone sells, and that it is profitable to you. Better yet—write us about the benefit to you in an agency.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—

	Doz
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

Bon Ton—

¼ pints	1 35
½ pints	2 10
Pints	3 25
Quarts	5 10
½ gal.	9 00
Gal.	15 00

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8. 62c; No. 10, 67c lb.

Copper Burrs, No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROOFING	1 ply	2 ply	3 ply
Klingon	$2 20	$2 65	$3 10
Winner	2 30	2 80	3 30
Comfort	2 45	3 00	3 60
Induroid	2 80	3 60	4 20

ROPE

Sisal, 25½c base; pure Manila, 32¼c base; British Manila, 29¼c base; lath yarn, 24½c base; African hemp, 29¼c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 38	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 49	9 45
2	0 54	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

20% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $16.

SCREWS

Bright iron round head, 70%; flat head, 72½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.

Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $17.20; D.H., Sqr. Pt., $17.20; L.H. Rd. Pt., $17.20; L.H., Sqr. Pt., $17.20; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 4, $20.00; No. 6, $20.50; No. 8, $21.00.

SNATHS—

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$7 30
12 gauge	7 35
14 gauge	7 40
16 gauge	7 50
18-20 gauge	8 10
22-24 gauge	8 15
26 gauge	8 20
28 gauge	8 30

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, nickeled	$127 20
Household, japannel	......
Superba, nickeled	......

F.O.B. Jobbers' Warehouses, Winnipeg.

SOLDER. Per pound, 37 to 38c.

SPIKES, BOAT

Pressed, ¼ in., $8.30; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

STAPLES

Bright wire, per cwt., $5.15 at Fort William, $5.65 Winnipeg; galvanized staples, $.... Fort William, $.... Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $5.65. Mild, 3-16, ¼, 5-16, $5.00 base; other sizes, $5.00 base. Band steel, $5.50 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$23 50
20 x 33 I.X. box	32 90
20 x 33 I.C. box	28 00
20 x 33 I.X. box	32 90
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	7 80	4 55
No. 2	4 80	11 55	6 70
No. 3	6 75	15 40	8 90

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 86
Cotton, 3-ply, balls	0 90
Cotton, 4-ply, cones	0 90
Cotton, 4-ply, balls	0 95

VARNISHES—

Stephens' Luminette, gal.	$3 50
Stephens' Exalite, gal.	4 25

WARES, ETC.—

Scotch Grey, 40-12½% discount.

Colonial Imperial, Pearl, 15-7½% discount.

Premier, Canada, Diamond, plus 7½%.

Whitewear, 30-15%.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 32%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus, 32%.

Light Galvanized Pails, plus 42½%. Tubs, list, plus 42½%.

Heavy Galvanized Pails and Tubs, plus 31%.

Jap. Coal Hods, list, plus 46½%.

Galvanized Coal Hods, list, plus 61%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

WASTE

Cream, Polishing	$0 22

WHITE

XXX Extra	$0 21
XX, grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED

Fancy	0 17
Lion	0 15½
Standard	0 14
Popular	0 12½
Keen	0 11

..Above lines subject to trade discount for quantity.

WIRE, BARB

Lyman, 4-point, $5.25 Winnipeg; Glidden Cattle, 2-pt., $5.05 Winnipeg; Baker, 2-pt., $4.95 Winnipeg; plain twist, cwt., Winnipeg, $7 00 100 lbs.; galvanized, Winnipeg, No. 9, $6.20; No. 12, $6.35; coil spring, plain, Winnipeg, No. 9, $6.25; No. 12, $6.40.

Patented screen in 100-ft. rolls $3.25 per hundred sq. ft.; in 50-ft rolls; $3.25 per 100 sq. ft.

WIRE, PLAIN

Boles ties, 14 gauge, single loop, $7 Winnipeg; $6.50 Fort William.

Brass snare wire, per lb., 90c.

WIRE, ANNEALED

No. 9, $5.79; 10, $5.81; 12, $5.95; 14, $6.15; 15, $6.30; 16, $6.45 per 100 lbs.

WRENCHES (NUT)

Agricultural—	Doz
6 inch	$6 00
8 inch	7 20
10 inch	8 40
12 inch	10 80
15 inch	14 40

Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES (PIPE)

Stillson—	Each
6 inch	$1 05
8 inch	1 18
10 inch	1 31
14 inch	1 84
18 inch	2 62
24 inch	3 81
36 inch	7 09

Trimo—	
10 inch	$1 56
14 inch	2 19
18 inch	3 13
24 inch	4 53

	Dozen.	
Always Ready—	Black.	N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze. $62.55 per dozen, Reliance

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

A Frost-Proof Radiator

"Perfecto" Radiators

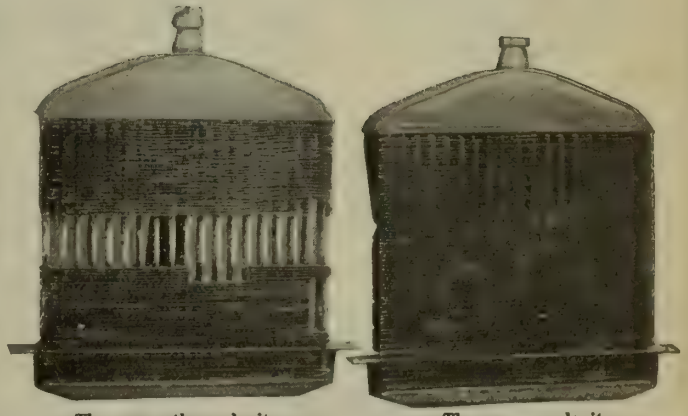
are built on scientific principles, with the greatest cooling surface made. No overheating in summer. We know the capability of the "Perfecto" Radiator thoroughly. As an evidence of our confidence in the superiority of the "Perfecto" we offer the following guarantee:

"The undersigned hereby guarantee the "Perfecto" Frost-Proof Radiator, numbered 1919-20, against frost for the coming winter ending March 31st, 1920, by replacing same with our new Perfecto Radiator if same has been burst from frost.

"Guarantee Sheet Metal & Roofing Co."

A MONEY-MAKING AGENCY.

A splendid opportunity to increase your turnover lies in "Perfecto" Radiators. Write to-day—a post card will bring the proposition. Ford size, $50. Estitmates free on other sizes.



The way others do it. The way we do it.

Radiator Repairs

If it's repairs, we have the most up-to-date Radiator Repair Department in Western Canada. Give us an opportunity to demonstrate for you the right kind of repairs—the kind that satisfy.

Guarantee Sheet Metal & Roofing Company

490 Portage Avenue, Winnipeg

HAVE A

Forwarding Agent in Winnipeg

We have a good warehouse here and are in a position to help you give A1 service to your trade in the West.

We will re-pack, sort and re-ship from your stock here, guaranteeing prompt service, or if desired we will solicit and sell your Western customers.

If you are interested, write for particulars. Bank references furnished.

W. R. JAMES & CO.

74 Henry Avenue East - WINNIPEG

EUREKA Tough and strong as Gauge Glass can be made

There is only one best and that is the "Eureka" manufactured by Joseph Tomey & Sons, Birmingham, used with utmost satisfaction by railways and larger plants throughout Canada and United States.
We are Canadian representatives and carry a stock in Winnipeg for sorting orders and shorts. Let us quote you either F.O.B. Winnipeg or Liverpool.

The great shortage of Gauge Glasses makes it to your advantage to place import orders as early as possible.

Moncrieff and Endress, Limited
GALT BUILDING, WINNIPEG

O-Rib-O
Sanitary Closets

Domestic size, fitted as follows: Galvanized iron body; hardwood seat and cover; body and seat mahogany finished; galvanized iron bucket of 65 lbs. Capacity, fitted with cover; 9-ft. black enamel vent pipe and elbow included. Weight, crated, about 30 lbs.

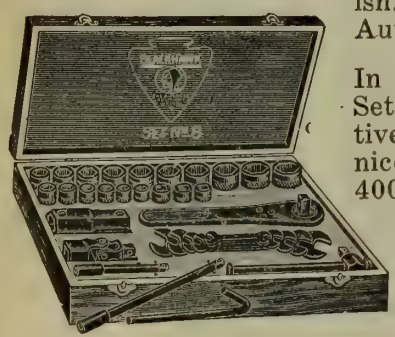
O-Rib-O Manufacturing Co.
WINNIPEG, MANITOBA

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.

MEHASCO

Blackhawk Socket Wrenches



Made in Parker Rust Proof Finish. A complete line used by the Auto Motive Trade in general.

In addition to full line of Socket Sets we have in stock very attractive Dealers' Display Boards in nicely blending colors. The No. 400 Board is a special Ford Set of tools peculiar to the Ford users. The No. 600 Board has an assortment of one hundred Speeders; and the 360 Board has an assortment of one hundred and eighty Tee and Offset Wrenches of use on all the different cars.

Every Wrench guaranteed

Merchants Hardware Specialties, Limited
Calgary

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

Winnipeg Regina Calgary Vancouver

Narracott & Tynan, Ltd.

MANUFACTURERS' AGENTS

Head Office: Princess St., Winnipeg, Canada

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

Ashdown Offers New Trade Winners To Exclusive *Kyanize* Agents

KY-AN-IZE

A bigger and better advertising campaign, including strong, powerful advertisements in the leading magazines, backed by the most effective lithographed display material for dealers' stores and windows, is only part of the Kyanize Exclusive Agency Proposition this year.

In addition to this, all established Kyanize Agents are offered new business-building lines that will be highly advertised.

Do not place your paint and varnish orders, Kyanize Agents, until you have had an opportunity to see the new plans on

Kyanize

KY-AN-IZE

VARNISHES and ENAMELS

THE BUSINESS-BUILDING LINE FOR EXCLUSIVE AGENTS

This is a high quality line that positively assures Kyanize Agents of a constant and steadily increasing business. This year new products of the usual Kyanize high quality standard have been added. The new advertising campaign is the best that this firm has ever devised.

Kyanize Agents, wait for the Ashdown salesman before placing your orders. If you can't wait, write us **to-day.**

LIVE DEALERS IN UNREPRESENTED TERRITORY

The Kyanize Exclusive Agency will positively bring you greatly increased business. It has doubled the varnish and enamel business for other dealers and it can do the same for you. If there is now no Kyanize Agent in your town, write us **to-day.** We have a proposition that cannot fail to interest you. A postal will do—but send it **to-day.** Just say "Give us particulars on the Kyanize Exclusive Agency."

J. H. Ashdown Hardware Company, Limited

Wholesale Distributors

Calgary — WINNIPEG — Saskatoon

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co,, Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Arms
The Fraser Co., Agents B.S.A., Montreal, Que.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Pit Doors
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
J. E. Beauchamp & Co., Montreal, Que.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
The Renaud Motor Supply Co., Ltd., Montreal Que.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Eletric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co,, Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes Ltd., Winnipeg, Man.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
Galt Robe Co., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.
Pratt & Whitney Co., of Canada, Ltd., Dundas.

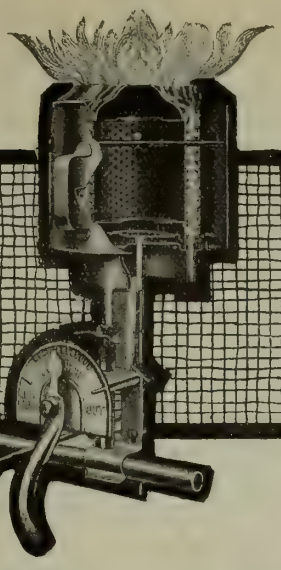
Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.



WHY THE ROCKWEAVE WICK CANNOT CREEP OR STICK

The entirely new application of the principle of burner construction—eliminating all ratchets and gears—and the introduction of a non-burnable wick that is carried stationary in the movable burner, one of the greatest shortcomings of the ordinary oil stove, is completely overcome in the

Nesco NESCO PERFECT Nesco

Prove it by investigating a Nesco Perfect Stove; look at the cutaway view shown above.

The Toggle joint swings on its pivot and raises or lowers the burner bowl. This motion regulates the level of the oil in the bowl in its relation to the flame.

The Rockweave Wick is stationary in the burner bowl. It never moves from this position. When the burner is raised or lowered it carries the wick with it. The wick is non-burnable and woven with long fibres, making it strong, durable and absorbent for conducting oil from feed to flame. There is not a single gear to rust or stick or wear out. No teeth to catch in the wick and tear, or fail to catch when they should work. Only positive action—sure raising and lowering with ease, and staying where put. That is characteristic of the burning with the Rockweave Wick.

The Nesco Perfect *will please your customers as no other oil cook stove ever has. It is the last word in satisfaction—a stove that will back up with performance your heartiest recommendation.*

Investigate it. Write us to-day for descriptive circular.

Address Your Nearest Branch Office

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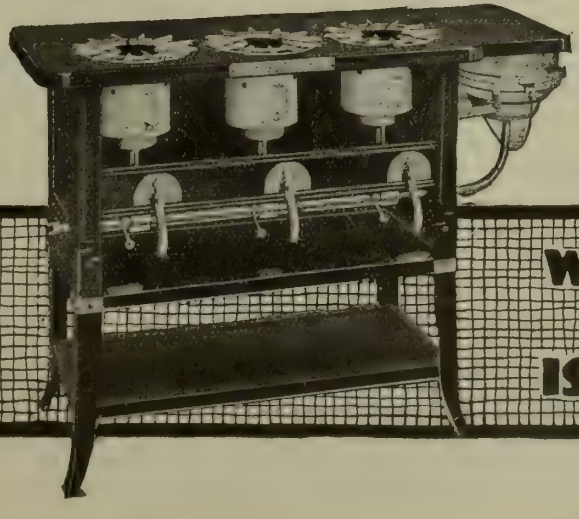

"SAFE TO BE BURNED WHEN YOUR BACK IS TURNED"

THE BUYERS' GUIDE

The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd, Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & I. J. White Co., Buffafflo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Ecorromy Foundry Co., Ltd., Winnipeg, Man.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, Toronto.
The A. R. Whittall Can. Co., Ltd., Montreal

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplers, Belt
Strong Machinery & Supply Co., New York, N.Y.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H. Brooklyn, N.Y.

Creepers, Ice
Churchill Mfg. Co., Inc., Lowell, Mass.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg., Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. P. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Collette Mfg. Co., CVollingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
The Can. General Electric Co., Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co. Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng.

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass, Art
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Prairie Chemical Co. of Canada, Ltd., Winnipeg

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man
The Renaud Motor Supply Co. Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
C. H. Johnson & Sons, Montreal, Que.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Ri-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
Th Penberthy Injector Co., Ltd., Windsor, Ont

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kalsomine Cleaner
Satinette Products Mfg. Co., The, Toronto, Ont.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Acetylene
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Willson, Ltd., Toronto.

Lamps, Electric
Mundersch & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

THE BUYERS' GUIDE

Lamps, Nitrogen
North American Hardware Co., Ltd., Montreal, Q.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago,
North American Hardware Co., Ltd., Montreal.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Plewes Ltd., Winnipeg, Man.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

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The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

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J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

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Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

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Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

Lock Washers
H. Paulin & Co., Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinery Supplies
Williams & Wilson, Ltd., Montreal, Que.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
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Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

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Metal Specialties
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Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Name Plate Transfers
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Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

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S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

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Oil Storage Systems
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Dennis Wire & Iron Works, London, Ont.

Packings
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Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

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Canada Paint Co., Montreal.
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Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

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Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

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Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

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D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 130 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Pliers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Plow Rings
International Malleable Iron Co., Ltd., Guelph.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.

Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pumps, Semi-rotary
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed

Saws, Crosscut and Band
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines, Ont
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Sawset
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Back
The Crescent Co., Meriden, Conn.

Saws, Compass
The Crescent Co., Meriden, Conn.

Saws, Coping
The Crescent Co., Meriden, Conn.

Saws, Butchers', and Kitchen
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Saws, Hack
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Searchlights
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont

Sledges, Blacksmith, Coal, Stone
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Snips (Tinner)
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs
R. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.

THE BUYERS' GUIDE

A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Swent Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks, Storage
Gilbert & Barker Mfg. Co., Springfield, Mass.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
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Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

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A. C. Leslie & Co., Ltd., Montreal.

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Thermos Bottle Co., Ltd., Toronto, Ont.

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Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

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Soren Bros., Toronto, Ont.

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B. & S. H. Thompson & Co., Ltd., Montreal, Q

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Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

Tires and Tubes, Automobile and Motor Tr
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelp
The Van Der Linde Rubber Co., Toronto.

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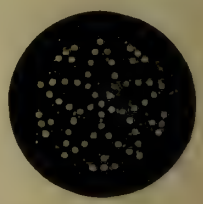

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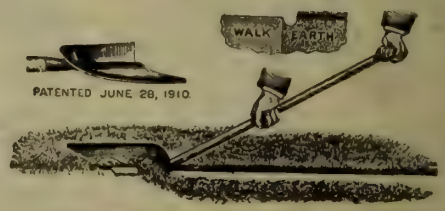

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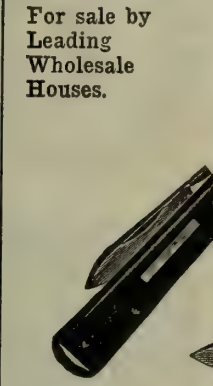

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A.L.A.M. and U.S.S. Cap Screws
Set Screws, and Plain, Semi-Fin. and Castellated Hex. Nuts, etc.
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stamped on the round of our
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The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
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NOW
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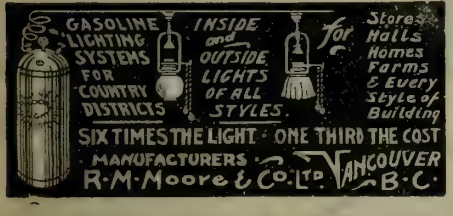

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We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

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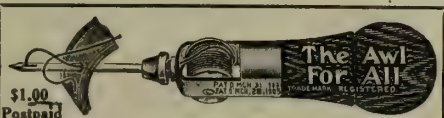

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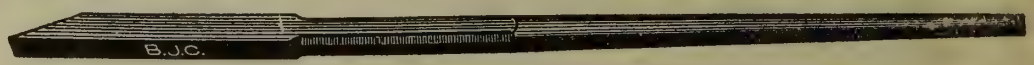

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Prices on application

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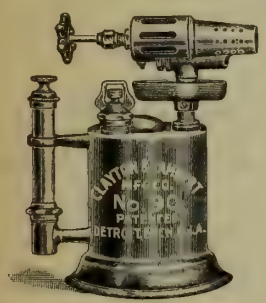
J. J. Turner & Sons. Ltd.
PETERBOROUGH, ONT.



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Kerosene Torch
List price, $17.60.
Ask for discount.

Strong Selling Features

An Improved Burner with Needle

The No. 90 is designed for practical use and is popular with the trade. Uses kerosene as fuel and produces a steady blue flame of intense heat. The burner is made of special generator metal fitted with the needle. Tank of heavy gauge seamless drawn brass, reinforced and fitted with automatic brass pump which keeps up required air pressure. Jobbers supply at factory price.

Clayton & Lambert Mfg. Co.
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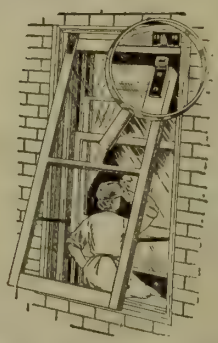

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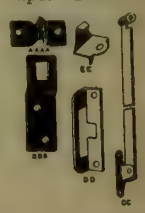
Show your customers the line of Storm Window and Screen hardware that saves trouble and mishaps. Phenix Hangers and Fasteners are simplest, handiest, easiest applied, most efficient — that's why they sell best. New improvements put them in a class of their own. *Samples Free.*



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"HONOR-BILT"
Hand and Power PUMPS

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service. The aggressive dealer handles the MYERS — Ask your jobber or write us.

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IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

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WANTED — HARDWARE STOCK ABOUT $10,000 in Ontario town, not less than 5,000 population. Box 650, Hardware and Metal.

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Extra Copies for Store Salesmen

Several of the largest and most successful hardware firms in Canada subscribe for extra copies of HARDWARE AND METAL for their retail salesmen. This plan has proven a profitable investment for them. Write us for details of how the plan has worked out in practice.

INDEX TO ADVERTISERS

Acme Waste Mfg. Co., Ltd. 98
Allen & Co., Ltd., L. B. 101
American Pad & Textile Co 18
Ashdown Hardware Co., J. H. 85

B

Barnett Co., G. & H. 75
Beatty Bros., Ltd. 73
Berry Bros. 65
Bissett & Webb, Ltd. 101
Bradstreet's 100
Bridgeport Hardware Mfg. Corp. .. 27
Brett Co., The 84
British Aluminium Co. 27
Brown, Boggs Co. 8
Burgess-Norton Mfg. Co. 67
Burrowes Mfg. Co. 21
Butcher & Co., J. H. 101
Butterfield & Co. 4

C

Cameron & Campbell 100
Canada Cycle & Motor Co. 71
Canada Decalcomania Co., Ltd. 101
Canada Metal Co., Ltd. 71
Canada Steel Co., The 3
Can. Foundries & Forgings Co., Ltd 17
Canadian K. K. Co. 21
Canadian Tube & Iron Co. 75
Canadian Veneering Co. 98
Canadian Yale & Towne Co. 20
Carborundum .....Back Cover
Caron Bros. 100
Carswell & Co., Morris 75
Cedar Rapids Foundry & Mche. Co. 100
Clayton & Lambert 99-102
Climax Baler Co. 100
Coghlin Co., Ltd., B. J. 102
Collette Mfg. Co. 20
John Cowan Chemical Co. 18
Crane Limited 98
Crescent Co., The 20
Crookes & Son, Jonathan 99
Crowley, C. R. 101

D

Davidson Mfg. Co., Ltd., Thos. ... 18
Diamond Saw & Stamping Wks..... 101
Dominion Cartridge Co. 31
Dominion Metal Co., Limited 101
Dominion Sheet Metal Corp. 77
Doon Twines, Ltd. 101
Dorken Bros., Ltd. 16

E

Eley Bros., Ltd. 98
Evans, W. T. 101
Excelsior Wire Co., Ltd. 98
Evans & Co., ... 27

F

Frost King Weather Strip Co. 100

G

Gendron Mfg. Co. 16
Glidden Co., The 63
Graham Nail Works 93
Greb Co., The 100
Greenfield Tap & Die Corp
Inside Front Cover
Guarantee Sheet Metal Co. 83
Guelph Spring & Axle Co. 101
Gutta Percha & Rubber Co. 13

H

Hamilton Cotton Co. 27
Hamilton Stamp & Stencil Works, Ltd. 101
Hamilton Stove & Heater Co. 6
Howland, Sons & Co., H. S. 1
Huther Bros., Saw Mfg. Co. 11
Hutton & Co., James 99

I

Imperial Bit & Snap Co 98

J

Jacobs Mfg. Co., The 11
James & Co., W. R. 84
Jardine & Co., A. B. 16
Jennings Mfg. Co., Russell 100
Johnson & Sons, C. H. 10

K

Kinzinger, Bruce & Co., Ltd. 101
Korn Razor Mfg. Co., Geo. W. 16

L

Laidlaw Bale & Tie Co 16
Lamplough, F. W. 100-101
Landers, Frary & Clark 2
Leslie & Co., Ltd., A. C. 32
London Rolling Mills Co. 75
Lufkin Rule Co. of Canada, Ltd. .. 104
Lundy, A. R. 22

M

Manitoba Steel & Iron Corp. 83
Martin Co., The L. 99
Mayhew Steel Products Co. 22
McArthur & Co., Alex. 93
R. McDougall Co. 22
Meakins & Sons 32
Megantic Broom Co. 22
Merchant Hardware Specialties, Ltd. 84
Mica Co., of Canada, Ltd. 101
Moncneff & Endress 84
Moore & Co., R. M. 101
Moore & Co., Ltd., Benjamin 61
Morrison Brass Co., James 15
Mossberg, Co., Frank 23
Myers & Bro., F. E. 102
Myers Co., C. A. 101

N

Nagle & Co., H. 27
Narracott & Tynan 84
National Enameling & Stamping Co. 87
National Stamping & Electric Wks.. 98
Nineteen Hundred Washer Co. 15
Nicholson File Co. 23
North Bros. Mfg. Co. 12
Northern Bolt, Screw & Wire Co., Ltd. 29
Northern Electric Co. 5
Nova Scotia Steel Co. 102

O

Oakey & Sons, John 99
O-Rib-O Mfg. Co. 84
Ottawa Paint Works, Ltd. 52-53
Otterville Mfg. Co. 99
Owen Sound Steel Press Works ... 99
Owen Sound Wire Fence Co. 101
Owl Metal Co., Ltd. 100

P

H. Paulin & Co. 100
Parmenter, Bulloch & Co. 27
Peterborough Canoe Co. 101
Phenix Mfg. Co. 102
Pink & Co., Thos. 29
Plymouth Cordage Co. 9
Power Furnace Co., A. H. 99
Prairie City Oil Co. 79
Pressure Proof Piston Ring Co. 29
Progressive Mfg. Co. 100

R

Ramsay & Son, A. .....Front Cover
Reed & Co., Geo. W. 26
Reed & Coombs 101
Renaud Motor Supply Co. 21
Rock Island Mfg. Co. 26

S

St. Mary's Wood Specialty Co. 101
Samuels, J. 24
Savage Arms Mfg. Co. 19
Scythes & Co. 65
A. Shaw & Son 100
Shurly Co., T. F. 25
Simms & Co., T. S. 73
Simonds, Canada Saw Co., Montreal 28
Slater & Barnard Co. 79
Stephens Co., G. F. 81
Still Mfg. Co., J. H. 25
Starrett Co L. S. .....Inside back cover
Steel Co. of Canada, Ltd. 9
Stevens-Hepner Co. 25
Stover Mfg. & Engine Co. 25
Sturgeon's Limited 102

T

Tallman Brass & Metal Co. 24
Taylor-Forbes Co., Ltd. 12
Toronto Plate Glass Importing Co. . 79
Trimont Mfg. Co. 29
Samuel Trees & Co. 10
Turner & Sons, J. J. 102

U

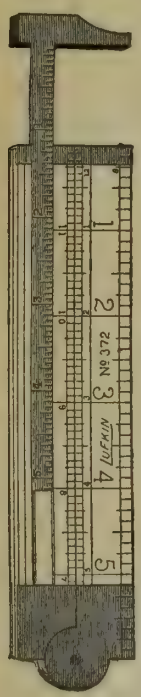
Union Iron & Metal Co. 24
United States Sand Paper Co. 24
United Brass Founders & Engineers, Ltd. 14

V

Vol-Peek Mfg. Co. 27

W

Weaver Beach Co. 100
Wells Bros., Co. of Canada
Inside front cover
Western Wire & Nail Co. 100
Wilckes-Martin-Wilckes Co. 101
Wilder Pike Thermometer Co. 28
Wilkins Co., Geo. H. 101
Wilkinson & Kompass 98
Williams & Co., J. H. 14
Wilt Twist Drill Co., of Canada, Ltd. 7
Woods & Co., Walter 28
Wrought Washer Co. 28



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Will meet your customers' every requirement well.

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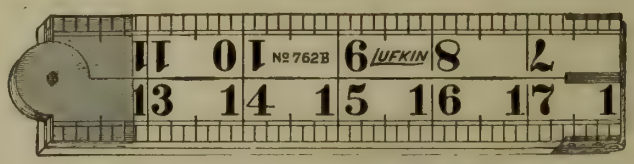

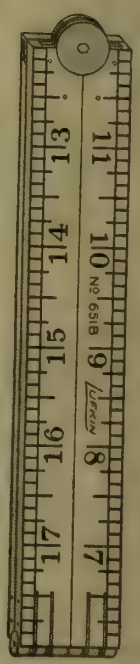

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ASK FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII
No. 2

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA

JANUARY 10
1920

The Business of Getting Results

It's a keen issue on both sides of the counter in the ammunition business. The dealer wants a fire-arm and ammunition line that makes friends for him amongst his customers. Remington U.M.C. is that line—moreover, it's big and complete.

The shooter wants results—in the field—and he kicks when he doesn't get them. The firmest friends Remington U.M.C. has are amongst old sportsmen who make a business of getting results.

SPORTSMEN'S HEADQUARTERS
REMINGTON UMC
FIREARMS & AMMUNITION

ALL JOBBERS' STOCK [REMINGTON] U.M.C.

Remington U.M.C. of Canada, Limited, Windsor, Ont.

PRODUCTS WORTHY OF YOUR CONFIDENCE

This Tells You Why

A SPLENDID turn-over, with satisfactory profit, is possible to every dealer who stocks O-Cedar Products. A still better turn-over — with correspondingly greater profits—may be ensured by recommending O-Cedar to the housewife and the motorist.

Those dealers who are careful to recommend only "Quality Products" are asked to test O-Cedar Polish for their own satisfaction **before** they recommend it to their customers.

First examine the polish—let the bottle stand as long as you please — you'll note there is no sediment. This means that it is not necessary to "shake the bottle" in order to mix it—which means that the polish cannot harm the surface through forgetfulness of the user.

Now put O-Cedar to the acid test—pour a drop on a varnished surface and let it stand over night. This test proves that O-Cedar, with continued application, cannot damage a painted, varnished or lacquered surface. The reason is that it contains no vinegar, acid, alcohol or other injurious substance.

Neither has it any gum or grease. You can **prove** this by cleaning a window or mirror with it.

Nor does it contain any "quick dryer." That is why water is used in conjunction with O-Cedar—also to form the soft soapy lather which cleans the surface, leaving just enough O-Cedar to revive the varnish and bring out the grain-beauty of the wood.

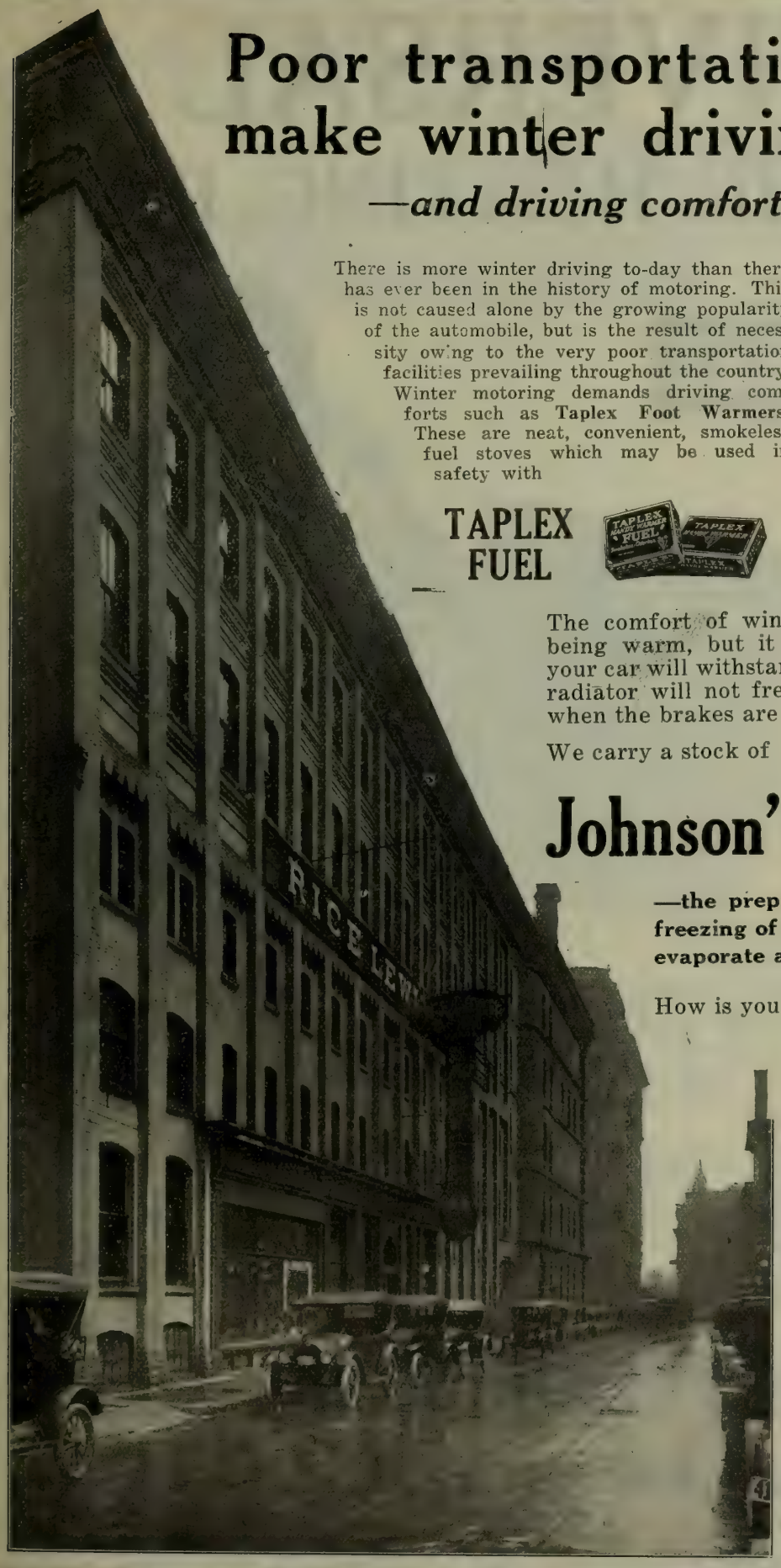
O-Cedar Polish Mops, O-Cedar Dusting Mops, and O-Cedar Dusters are treated with O-Cedar Polish—that is why they give such great satisfaction to all who use them.

Prove the worthiness of these articles—as suggested above—then tell your customers the result of your investigation.

O-Cedar Polish

CHANNELL CHEMICAL CO., LIMITED, TORONTO, CANADA

HARDWARE AND METAL, January 10, 1920. Volume XXXII., No. 2. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



Poor transportation facilities make winter driving necessary

—*and driving comforts big sellers*

There is more winter driving to-day than there has ever been in the history of motoring. This is not caused alone by the growing popularity of the automobile, but is the result of necessity owing to the very poor transportation facilities prevailing throughout the country. Winter motoring demands driving comforts such as **Taplex Foot Warmers.** These are neat, convenient, smokeless fuel stoves which may be used in safety with

TAPLEX FUEL

TAPLEX FOOT WARMER

The comfort of winter driving not only depends on being warm, but it depends on the knowledge that your car will withstand the rigid temperature—that the radiator will not freeze and that your car will stop when the brakes are applied.

We carry a stock of

Johnson's Freeze Proof

—the preparation which positively prevents freezing of the radiator and which DOES not evaporate as alcohol mixtures do.

How is your stock of

Weed and Rid-O-Skid Tire Chains

These are all-year-round necessities, popular alike for city and country driving. We carry a complete stock of sizes.

Place your order for spring auto necessities—Johnson's Carbon Remover, Johnson's Stop Squeak Oil, Johnson's Prepared Wax, Johnson's Black-Lak, Johnson's Auto-Lak, Johnson's Radiator Cement.

Ask the "Rice Lewis" man, or write direct for immediate needs.

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Victoria Street, Toronto

UNIVERSAL
ELECTRIC HEATING PAD

The Trade Mark known
UNIVERSAL
in Every Home

FOR
THE PATIENT
AT HOME

FOR
SEVERE
ILLNESS

Universal
Electric Heating Pad
No. 9940

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Somebody in your territory is going to sell many UNIVERSAL Heating Pads during the next few months. Will you be that Somebody? There is more sickness in winter than at any other time. There is greater need of UNIVERSAL Heating Pads. Every home needs one—every hospital and public institution needs many. Don't let a competitor who handles an inferior line breeze by you and get the orders. Sell UNIVERSAL Pads and you'll set a pace in the business race that he cannot follow.

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LANDERS, FRARY & CLARK
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Satisfactory **use** over a long period of time causes an ever-increasing **demand.**

Continued **demand** conclusively demonstrates real **worth** and reliability.

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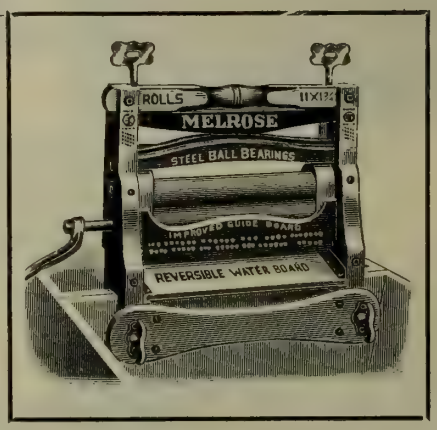
LEWIS BROS., LIMITED
MONTREAL

Wringers for Stationary Tubs

Are Rapidly Increasing in Demand



Fitted with reversible drip board, the water may be shed either way, so that clothes are wrung into either tub without changing the position of the wringer.

The "MELROSE" carries the ARROW BRAND and is our best grade. It has 11-in. rolls guaranteed for 5 years in family use, covered cogs and ball bearings.

With reasonable care it will last much longer than the period of warranty.

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

A Message to Hardwaremen

FROST STEEL AND WIRE CO.
LIMITED

Hamilton, Ont.

Mr. Hardwareman:—

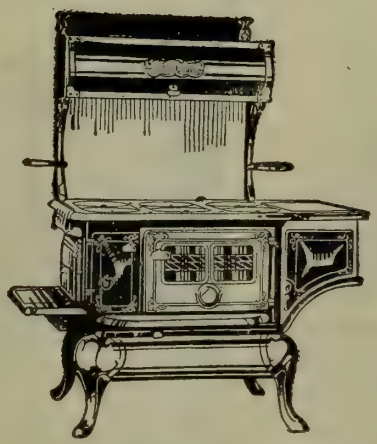
The spring fence drive will soon be on. Are you in shape to meet it and make the most of it? FROST FENCE and other products show a steady percentage of increase in sales each year. Are you prepared to share in this strong and substantial business that is assured? Mention fence when a customer comes into your store to buy something else. Make **definite arrangements** to take care of his spring fence requirements while you are talking with him. If you neglect to do this you may be annoyed later on to learn that he has bought elsewhere. Be 100% alive to **all** of this fence business. Write us if you want the co-operation of one of our salesmen. Sell FROST FENCE and make this your banner fence year.

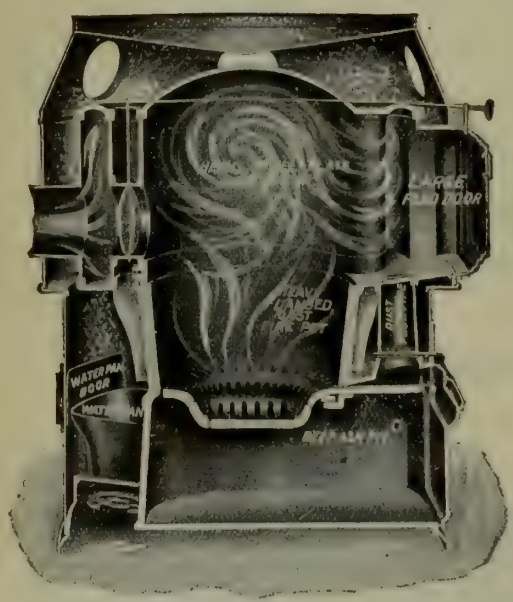
Yours very truly,

Frost Steel and Wire Co., Limited

Frost Steel and Wire Co. LTD.
Hamilton · Canada

Sell Your Customers A "Souvenir" Range or A New Idea Furnace





SOUVENIR Ranges and New Idea Furnaces have stood the test of 75 years. They have every modern improvement and they carry a guarantee.

By giving satisfaction to the customer, they bring increased trade to the dealer.

You can honestly claim superiority for the **Souvenir Range and New Idea Furnaces.** Their quality merits it and the manufacturers stand behind the dealer in making his claim good. It will pay you to push their sale. By advertising we create a demand for them.

The Souvenir Range with its attractive appearance and modern appliances and perfect cooking and baking qualities please the housekeeper.

The patented duplex grates, the fire-pot, one piece with deep flanges, the deep ash pit and other improvements, make the New Idea Furnace a perfect heating unit, economical in the consumption of fuel, easy to manage and fully guaranteed.

Build up a profitable stove and furnace business by handling our lines.

Let us prove our statements by sending you prices and catalogue, or by sending one of our travellers to call on you.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:
Mr. F. C. Moore, 143½ Higgins Ave., Winnipeg
Mr. W. G. Chester, Hamilton St., Vancouver

"Where there's a WILT — there's the Way"

WILT

High Speed and Carbon Twist Drills Reamers and Milling Cutters

The name of **WILT** stands for the best in **cutting tools.**

To the mechanic it's the **welcome sign** of **great efficiency** and **unusual service**—to the dealer, it's the substance of merchandising **profits** and customers' **good-will.**

Not only do we endeavor to maintain the **highest possible standard** both in **material** and **workmanship,** but we educate the user up to the point of getting the best out of our **Drills, Reamers and Milling Cutters,** and demonstrate to the Retailer the certain profits for him.

It's a service you can't afford to ignore.

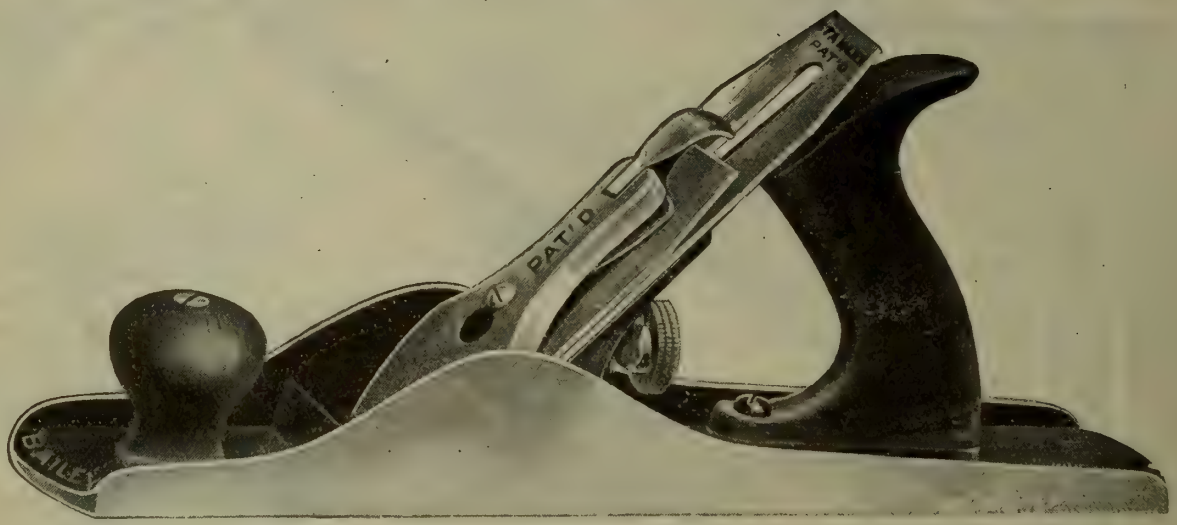
Wilt Twist Drill Co., of Canada, Limited
WALKERVILLE, Ont.

London Office, Wilt Twist Drill Agency
Moorgate Hall, Finsbury Pavement London E.C. 2, England

WILT

HIGH SPEED AND CARBON TWIST DRILLS

Stanley Tools



BAILEY IRON PLANES

The Standard For More Than Fifty Years

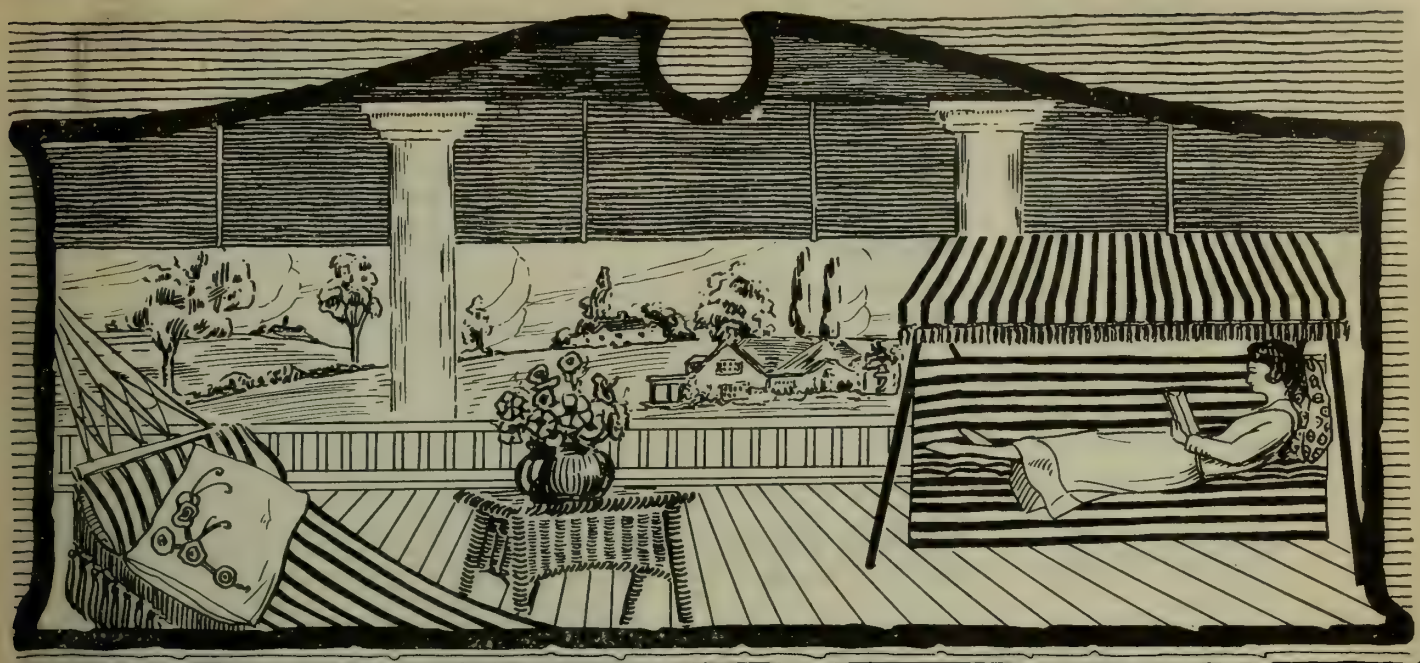
No matter what other makes of Planes a Hardware Dealer ordinarily carries, his stock should include a full line of **BAILEY PLANES**.

Their great reputation among all users of wood-working tools and the exceptional quality of the material and labor that enters into their manufacture, has created a demand that insures quick sales and customer-satisfaction.

Made in the Canadian Works of the

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives—A. Macfarlane & Co., Ltd., Montreal, Canada.



Big Sales This Spring for

Galt Couch Hammocks

This well-liked line of exclusive and handsome designs sells at prices your competitors cannot touch. Popular Couch and Plain Hammocks that create an atmosphere of summer luxury wherever they are displayed.

The increase of 150% in sales last year augurs well for the coming season.

BE IN ON IT THIS YEAR

Stauffer-Dobbie, Limited

Successors to

Galt Robe Company

Galt, Ontario

When We Get Together

NEW ideas gathered from a wealth of experience are moulded into practical form when we get together. Annually, Branch Managers, Salesmen and Home Office men who include Factory Managers, Superintendents and skilled artisans, gather round the big sales office table to give the acid test of results to old selling campaigns. The close of 1919 saw no exception to this rule and from the heat of the discussions new selling schemes and dealer co-operative plans have been condensed into hard matter of fact shape for use during 1920.

THUS, two recent additions to McClary's famous line demonstrate the effective result of co-ordination between a highly trained selling staff and skilled artisans.

McClary's Bon-accord Range

Mission style, handled by our experienced designers, has brought into effect a strikingly handsome and distinguished looking range. The "Bon-accord," however, has been constructed with four clear and distinct objects in view, which provide—

1. A large reservoir.
2. A big, roomy oven.
3. A capacious wood firebox.
4. An unusually large open cooking surface.

McClary's Sofco Sunshine Pipeless Furnace

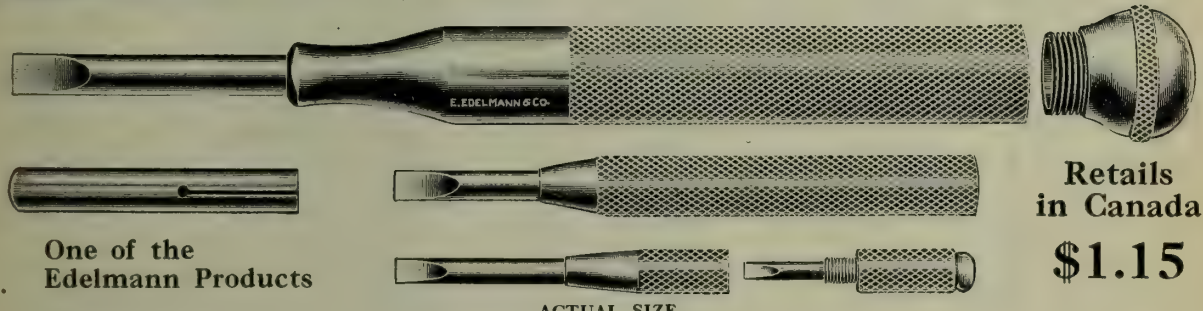
Heats the home through one large register. An all-cast construction to take care of the use of soft coal. Thoroughly modernized, absorbs the cool air from the room sucking it down a cool air shaft to be warmed, clarified and humidified fit for human inhalation. A furnace that will meet special conditions. Get in touch with our nearest branch office for further particulars.

Write us so that you can use us.

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary Saskatoon Edmonton

An Extra Salesman For You



One of the Edelmann Products

ACTUAL SIZE

Retails in Canada

$1.15

An Extra Boost for Your Turnover Without Additional Selling Cost

This handsomely lithographed display stand sells the goods all the time. A complete sample is mounted on top.

Every owner of an auto, a motor-cycle, bicycle, sewing machine or other machinery is attracted by the Four-in-One Screw Driver. It's a great seller.

They can't resist this clever tool comprising four handsome screw drivers, all practical, useful sizes in one compact tool. The large blade is protected by a shield so that is can be carried in the pocket.

The 4 in 1 screw driver is 6 inches long, less than ¾ inches thick and weighs 3 ounces complete. All parts are handsomely polished and nickel-plated all over. The screw driver blades are made of best quality steel, carefully hardened and ground and properly tempered.

E. Edelmann & Co.

Chicago **U. S. A.**

Manufacturers of

Breaknot Hydrometer
Jumbo and Gem Grease Guns
3-in-1 Screw Drivers

Sexto Wrench Set
Han-d Hammer
Han-d Wrench Set

Perfect Coupling Assortment
No. 312 Muffler Cut Outs.
Leaknot Air Chuck, etc.

Ask Your Jobber

What Your Fellow Shoeman Thinks of Neōlin Soles

LOUIS CUVELIER
No. 12 Dresden Row
Halifax

Up-to-date Shoe Repairing

Halifax, N.S., Feb. 25th, 1919.

Messrs. Goodyear Tire & Rubber Co.
of Canada, Limited,
Toronto, Ont.

Dear Sirs:—

It might be of interest to you to know a little of my experience in the use of Neōlin Soles.

For about three years I have been using Neōlin Soles, applying them both by Goodyear Welt Stitcher and nailing. For some time past more than 90% of the soles I have applied have been Neōlin. I have very little demand for leather. My customers recognize that Neōlin has the wearing qualities, is waterproof, also flexible, and they readily accept Neōlin when offered them.

Wingfoot Rubber Heels are the only rubber heels that I am now using. They will outwear any other heel that I know of, and give the customers great satisfaction. I remain,

Yours very truly,
LOUIS CUVELIER.
(Signed)

Let Neōlin Soles **Build Your** Business

The possibilities of Neōlin Soles are by no means limited to the demand alone. To one customer who demands Neōlin, you have ten who will accept Neōlin upon your suggestion.

Bigger business must be built on better satisfaction. There is no surer means of satisfying your trade than by offering waterproof, flexible, long-wearing, Neōlin Soles.

Start now to make your shop a Neōlin Repair Shop.

THE GOODYEAR TIRE & RUBBER
COMPANY OF CANADA, LIMITED
TORONTO, Ontario

Neōlin Soles

UNIVERSAL
Garage Door Sets

Enormous Sales of Autos

are attracting the attention of everyone. When you consider selling the Universal Garage Door Set you will realize the effect of the enormous increase in Canada's automobiles.

A Garage for Every Auto

is essential. Every auto must be housed, therefore, in these days when autos cannot be produced fast enough to fill the orders. A Garage Door Set like "Universal" is a swiftly moving line of much profit to the dealer.

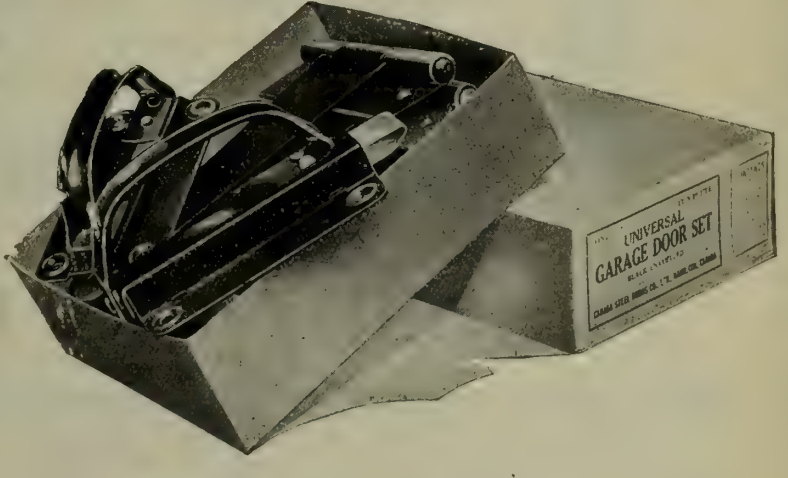
Good Packing Saves Time

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1056x6-inch Wrought Steel Chain Bolt.
1—No. 1056x6-inch Wrought Steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch.

When you have to hunt up several parts, unwrap them, count the screws, etc., you consume your own selling time as well as trying your customers' patience.

This neat style of packing—the C.S.G. Co.'s style—saves your time and the customers', and prevents mistakes in selecting parts.

The set weighs 10 lbs., packed 6 sets to a case.



Canada Steel Goods Co., Limited
Hamilton, Canada

'HEIRLOOM' PLATE

You Know that

—Your Christmas sales were the best ever.
—To-day your shelves are empty of the best sellers.
—You could have doubled your sales if you had had the stock.

Moral—Order early for 1920.

All indications point to another big year for 1920—Be prepared—Order early.

'HEIRLOOM' PLATE

will give your customers lasting satisfaction—It is the last word in Silverware—Made in Canada.

CANADIAN WM. A. ROGERS LIMITED

570 King Street West, TORONTO

CANADA

FOUNDRIES & FORGINGS

LIMITED

THE ULTIMATE IN FORGING CRAFT—DIAMOND G HAMMERS

PRODUCED AT

JAMES SMART PLANT

BROCKVILLE, CANADA

Help your customers cut their cutting costs

Starrett Hack Saws

by themselves will go far toward establishing economy in cutting-off work—but unless they are used intelligently, the purchaser gets but a fraction of the service we put into every Starrett Saw. Keep your customers supplied with Starrett Hack Saw Charts "MA" as well as with Starrett Blades, and you're doing your part in helping them get lower cutting costs.

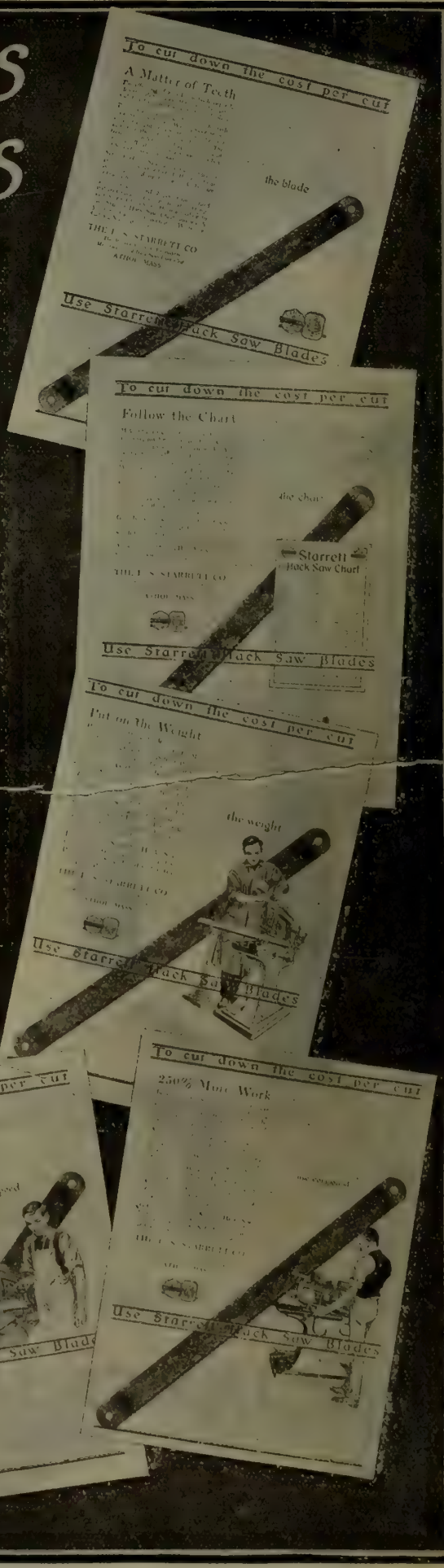
The L. S. Starrett Co.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

Athol, Mass.

New York **London** **Chicago**

42-11



STARRETT
HACK SAWS
CUT QUICKER
LAST LONGER

Established 1865

This filling Station at Winnipeg is a splendid example of real efficiency and of course it's equipped with

Gilbert & Barker

Pumps for Gasoline and Motor Oils

Trade is handled with accuracy and dispatch—There is no lost motion—no delay and no waste—a square deal for both the motorist and the owner.

Get your share of this profitable business. Send for Bulletin 52.

Imperial Oil Limited

Canadian Distributors:
Branches All Cities.

Gilbert & Barker Mfg. Company
23 Union Street, Springfield, Mass., U.S.A.

An up-to-date National Cash Register gives a merchant control of his business

IT forces each clerk, or the merchant himself, to make a record of every sale he handles. The record must be complete before change can be made or the transaction finished.

The record of each transaction is brought to the attention of the customer in two ways: by the electrically lighted figures at the top of the register and by the printed receipt which she receives.

The record is also printed and added automatically at the time the transaction takes place. These accurate records are the foundation of good storekeeping.

A merchant must have such records to control his business and to make up his income tax report. An up-to-date National Cash Register gives them to him cheaply, accurately, and quickly.

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary	714 Second Street W.	Quebec	133 St. Paul Street
Edmonton	5 McLeod Bldg.	Regina	1820 Cornwall Street
Halifax	63 Granville St.	Saskatoon	265 Third Avenue, S.
Hamilton	14 Main Street E.	St. John	50 St. Germain Street
London	350 Dundas Street	Toronto	40 Adelaide Street
Montreal	122 St. Catherine Street, W.	Vancouver	524 Pender Street, W.
Ottawa	306 Bank Street	Winnipeg	213 McDermot Avenue

FACTORY: TORONTO, ONTARIO

Quick Selling Enamel Products

Bathroom, Hospital and Restaurant Appliances

B52—Double Tumbler Holder

B57—Soap Dish

Towel Bars and Grab Rail, ¾ in. square.

"Sno-Wite" Fixtures

Genuine Vitreous Enamel—Not Baked Paint, Celluloid
But White Porcelain Enamel on Special Iron.

American Enameled Products Co.

Chicago - Illinois

Canadian Representative:
L. C. FELDSTEIN, 43 Scott Street, Toronto

Ask Your Jobber

SHOW THEM A BETTER WAY

Showing your customers a better way to do their work is the surest way to their confidence.

Hundreds of dealers throughout the world have learned that to sell a Jacobs Chuck to a drill user never fails to make him a steady customer.

If you deal in mill supplies order a stock of these reliable, firm-gripping chucks to-day. If you do not handle mill supplies this is an opportunity to start a department that Canadian hardware dealers have found a most profitable line.

Dept. H.-M.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

They Stand the "Wear" Test

Once Tried---Always Worn

IN 1920 there will be a stronger demand than ever for Canadian goods. "TAPATCO" Gloves are Canadian. No need to sell imported goods, when you can get a Canadian article so good as this.

"TAPATCO" Gloves are made for the hardest wear. Farmers—Engineers—Mechanics—Lumbermen and Railwaymen, all appreciate TAPATCO Gloves.

Order from your jobber now.

THIS is a line that knows no selling season—they sell all the year 'round and make both friends and profit for every merchant who stocks them. We make Gloves for all out-door and indoor work—Gloves that are widely recognized as possessing extreme quality—Gloves that ensure satisfaction to the wearer and "repeats" for the Dealer.

Made by The
American Pad & Textile Company
CHATHAM, ONTARIO

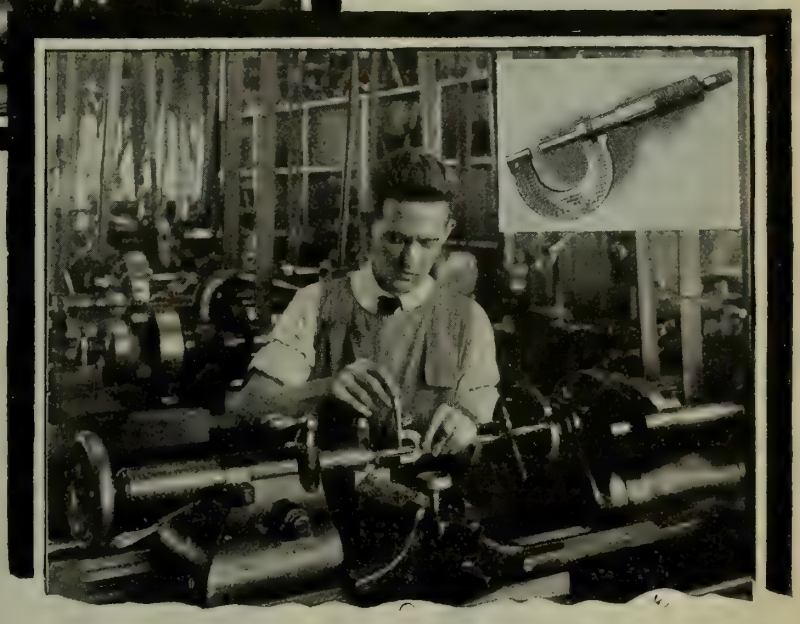
TAPATCO
REGISTERED TRADE MARK
BRAND
GLOVES & MITTS

STYLES—Gauntlet, Knit Wrist and Band Top.

WEIGHTS—Heavy, Medium or Light.

MATERIALS—Leather Tip, Leather Faced, Jersey Gloves and Mitts in Tan, Slate or Oxford.

B·S
TRADE MARK



Brown & Sharpe Tools

Meeting the Demands of The Shop

THE tools that have met the demands of the shop and of the machinist for the last three generations are the tools that meet the demands of the dealer who desires a reliable all year product offering more than profit. The accurate, reliable service that these tools give have gained for them a reputation that brings **prestige** and **goodwill** to the dealer with every sale.

The influence that these well known tools carry is a point that should receive consideration when stocking new tools.

Send for Catalog 27 and learn about the 1000 tools with a million uses.

Brown & Sharpe Mfg. Co.

PROVIDENCE, R. I., U. S. A.

EDDY'S—

For Prestige and Profit

EDDY'S SILENT-FIVE. One of the many famous lines of Eddy Matches. Non-poisonous and silent striking. Tell your customers about the **No-Afterglow** feature that makes this the safest match on the market to-day. You'll find it a lively seller.

EDDY'S INDURATED FIBREWARE. Something new in household utensils that every woman will appreciate. Wash Tubs, Wash Boards, Water Pails, etc., that are light, durable and cannot leak, dent or become water-sogged.

Eddy consumer publicity is building big sales for Eddy dealers. It will do the same for you. Get connected.

The E. B. Eddy Co., Limited, Hull, Canada

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

WASHKOSH

The Washer That's Gentler Than Human Hands

The first question a careful housewife asks about a washing machine is "Will it harm the clothes?"

Think how easy it will be for you to make sales when you can prove to her that the WASHKOSH is easier on clothes than the old, laborious hand method. It's the WASHKOSH vacuum principle that does this—that means spotless clothes without so much as a broken thread.

This is the biggest talking feature ever found on any washing machine. It is a point that will interest any woman because it appeals to her inborn sense of economy.

WASHKOSH 1920 plans include extensive advertising in magazines, farm papers and newspapers. We have made a large appropriation because analysis of industrial conditions indicate an unprecedented demand for washing machines this year.

A Washing Machine with a Sales Point Women Can Actually See

You don't have to talk theory when you're selling the WASHKOSH to your women customers. Just lift the lid and show her the conical dasher that touches the clothes as gently as human hands and forces suds through. They'll get the point instantly.

Here's a washing machine that will wash fine lace curtains and dainty lingerie. A machine with convenient three-way wringer, a noiseless motor. Do you doubt that you can sell this masterpiece?

Territory Allotments Now Being Made
Write for Details

JAMES H. CUMMING, Sales Manager

Washkosh Sales Company
State-Lake Bldg. - Chicago, U.S.A.

JOBBERS:

D. H. Howden Co., Ltd., Toronto, Ont. Rice Lewis & Sons Co., Toronto, Ont.
Rogers Electric Co., Ltd., Toronto, Ont.

Davidson's Coal Hods

Standard Shapes and Sizes

These quick-moving coal hods are either japanned black with gold bands or galvanized.
The galvanized hods are made from black sheets and are hot galvanized after being made up. This insures the greatest strength. A special feature is that the ears are welded on electrically instead of being riveted in the old way. Ready for shipment.

The Thos. Davidson Mfg. Co.

Limited

Toronto **Montreal** **Winnipeg**

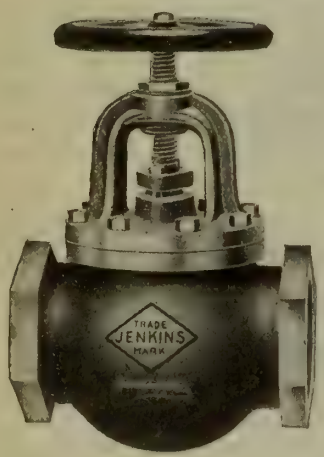


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Factory and Head Office of
JENKINS BROS., LIMITED,
Montreal, Canada

Write for Catalogue No. 8

JENKINS BROS., Limited

103 St. Remi St. **MONTREAL**

6 Great Queen Street, Kingsway, London, W.C. 2, England

BEGIN 1920 RIGHT

By making the KRIBS your washing machine leader.
These machines have come in a very short time to the very front rank, and dealers handling them are proud to show *Made-in-Canada* washers equal to the best produced anywhere.
The demand for Electric Washers is on the increase.

KRIBS Electric is simple, yet absolutely efficient in operation, does equally good work as the fancy, expensive machines and sells for from one-third to half their price.

This machine has so many strong points of excellence that selling it is a real pleasure. Any dealer who has not stocked the KRIBS should get into touch with us at once and let us put him on the way to bigger and better washing machine business.

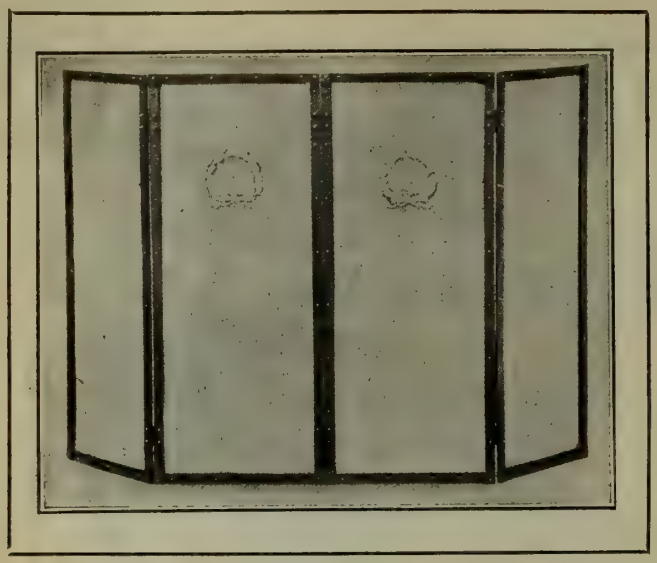
Hundreds of Other Dealers have Done It. You Can Share the Pleasure and Profit.

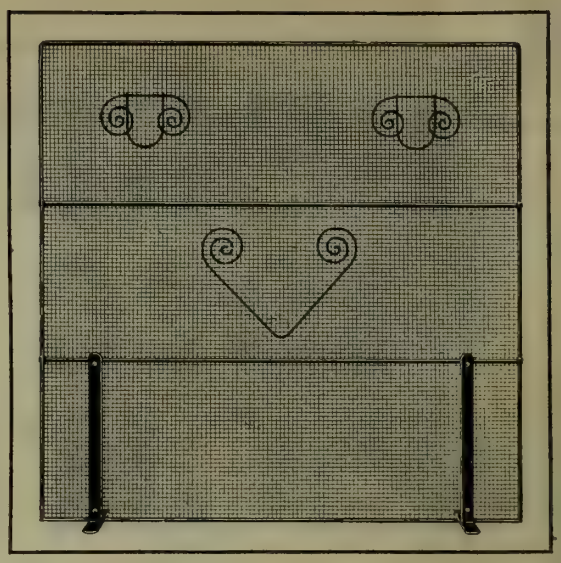
Send your name to-day saying you are interested, and let us do the rest.

In addition to the beautiful Electric, we have an unsurpassed line of *Hand-Power, Water-Motor* and *Gasoline-Motor* machines to suit the convenience and purse of every household — Your Jobber has the KRIBS machines.

—BEGIN 1920 Right—

WILLIAM A. KRIBS COMPANY
LIMITED
HESPELER - ONTARIO
MAKERS OF FREIGHT-HANDLING TRUCKS OF ALL KINDS.

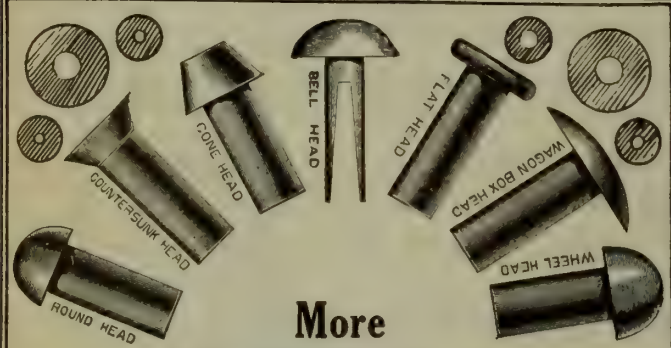




Spark Guards and Fire-place Screens.
Special sizes and shapes made to order.
Wire Works of all kinds.

C. H. JOHNSON & SONS, LIMITED

WIRE WORKS, ST. HENRY, MONTREAL



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe
Nails, etc.

The Parmenter & Bulloch Co., Limited

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

VOL-PEEK

FIRST AID IN THE KITCHEN -

IN EVERY HOUSEHOLD

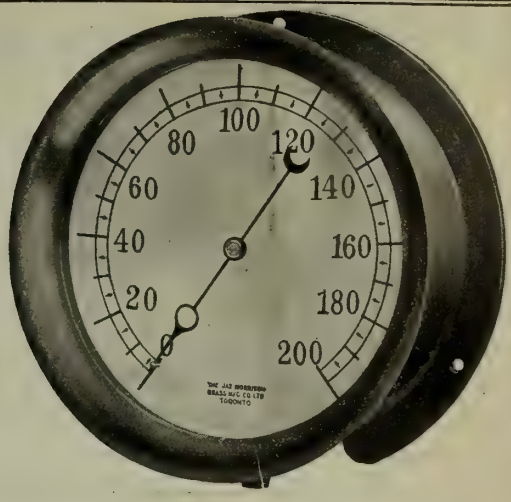
Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL

Morrison Gauges



comprise a line that covers every requirement. You always have the right goods to close a sale with Morrison Products.

They include gauges for every conceivable purpose—for indicating, or indicating and recording—pressure, temperature, altitude, revolutions, etc.

The trade find them good sellers and mechanical men everywhere look upon them as a standard.

The Morrison name helps your business and the salability of Morrison Products helps your pocket-book. A full guarantee of satisfaction.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

The James Morrison Brass Mfg. Co.

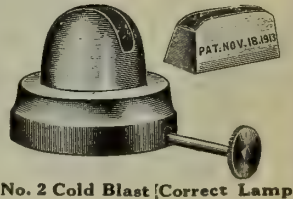
Limited

93-97 Adelaide St. W., Toronto, Ontario

A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the "Queen Mary" and "Dominion" Burners.

The Schultz Manufacturing Company

LIMITED

HAMILTON, CANADA

Give us your Wholesaler's name and we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

MONEY MAKERS FOR YOU

Quality Hardware made STAPLE by Years of Satisfaction to the User.

Jobbers, have you catalogued? *Retailers, have you ordered?*

Premax, Dodson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps

Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.
Our line of Wrenches are admirably adapted for premium purposes—we imprint them, too.

ASK FOR CATALOG NO. 25HM.

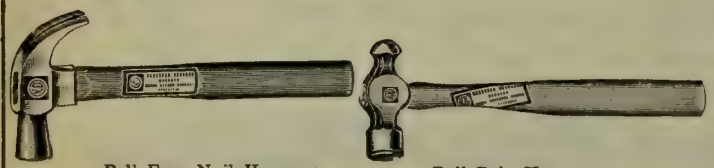
9 F

Niagara Falls Metal Stamping Works

237-239 Tenth Street Niagara Falls, N.Y.

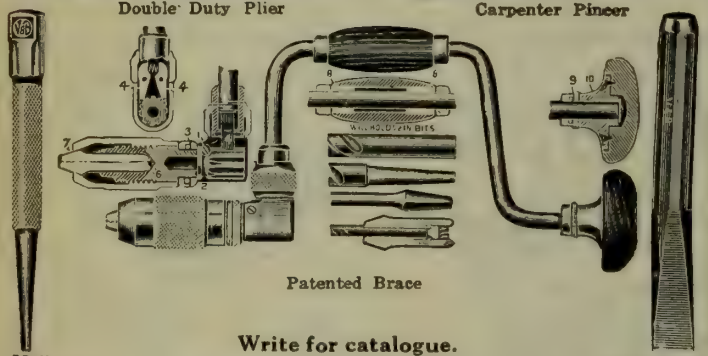
V & B TOOLS

Individually Tempered and Tested



Bell Face Nail Hammer Ball Pein Hammer

Double Duty Plier Carpenter Pincer



Patented Brace

Nail Set Cold Chisel

Write for catalogue.

VAUGHAN & BUSHNELL MFG. CO.

Makers of Fine Tools

2114 Carroll Ave., Chicago

Represented by
ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal.

UNIMECO WROUGHT WASHERS

We manufacture a wide range of wrought washers of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with Annealed Rivet Burrs of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

THE manufacturing plants in your district present an opportunity for sales in these high quality lines.

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

Their well-known reputation for quality is a valuable asset to the dealer selling them. A complete stock on hand, together with an attention-creating display, will attract your local buyers.

May we send you catalogue and prices?

Canadian Sales Representatives:

A. E. Hinds & Company, Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibbs, 3 St. Nicholas St., Montreal, Canada 'Phone Main 2343.
The Triangle Co of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

UNITED STATES SAND PAPER CO. WILLIAMSPORT, PENN

They'll Sell Well and They'll Pay a Good Profit

We offer the Hardware Trade an opportunity of adding a new line on which good money may be made—our Steel Fence Posts have many evident advantages—and our list prices for them are in most localities such that they can easily be sold in competition with Cedar Posts.

Besides, we can furnish you with plenty of arguments whereby it may be shown conclusively that the Cedar Post is as much of a "back number" as a snake-fence.

There's a good dealer discount on

PRESTON Steel Posts

you can make satisfactory profit on every sale—and the sales will be easily made and numerous.

Your customers will not be able to resist these features:

1. **Easy to drive**—which means a great saving over cedar posts, in cost of installation.
2. **Never rot, break, burn or buckle**—therefore, economical as to cost of upkeep—cheapest of all posts in the long run.
3. **Lightning proof**—because the steel "grounds" the wire—therefore, safest for stock.
4. **Neat in appearance** — and never out of alignment—adding greatly to the value of property.

Write for particulars and prices; and we will explain how this can be made one of the most profitable lines in your store.

Metal Shingle & Siding Co.
LIMITED

PRESTON TORONTO SASKATOON
WINNIPEG MONTREAL CALGARY

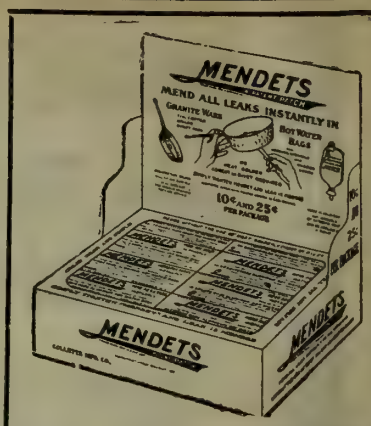
Customers Will Buy Famous Five Files

because all skilled mechanics and all employers of labor recognize them as standard tools.

Carry a stock and you can't help but make sales.

MENDETS
A PATENT PATCH

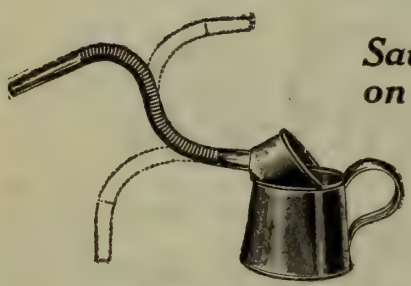
Mendets are selling wonderfully. Orders pour in as fast as we can fill them. Millions of boxes have been sold. Placed in sight in your window or on your counter, this display case sells them on sight. Mendets occupy little space.



The effective results given by Mendets have created an enormous natural demand. An extensive advertising investment has maintained and stimulated this demand everywhere. The easiest sales you ever made. Write your jobber.

Collette Mfg. Company, Collingwood, Ontario

Combination Funnel and Filler



Saves 50% on Oil Bills

Self-Cleaning Spout

Your customers are attracted and sold, not only by the economy feature, the flexible, self-cleaning spout that can be bent to reach difficult places, but also by the general handiness and utility of this useful combination Funnel and Filler.

See the All-Way Oiler, R. R. Oiler, Oil Gun

The All-Way Oiler Mfg. Company
196 King St. West Toronto, Ont.

CANE'S Clothes Pins

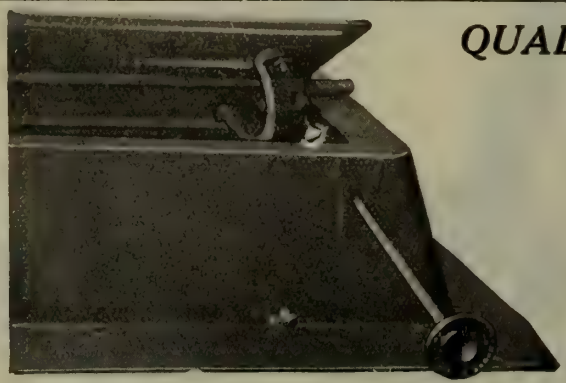
NOT "Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario



QUALITY *SERVICE*

THE
Barton-Netting Co.
LIMITED

9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantels, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

Type No. 3005 Adjustable Tension

TRADE
CHICAGO
MARK
SPRING HINGES

The "Chicago" Screen Door Hinge (Type 3005) is made of heavy wrought metal and has an adjustable tension.

The spring is entirely enclosed and made of oil tempered steel wire. Nothing better in workmanship or finish. Packed one pair in an individual box with screws to match.

TRADE CSB CO MARK

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M-36

W. HARRIS & CO., Limited

MANUFACTURERS OF

GLUES

Flake, Ground or Sheet

Importers of

POTATO STARCH
CORN DEXTRINE

Your inquires solicited, giving name of your wholesale dealer

W. HARRIS & CO., Limited
994 Danforth Ave. TORONTO, Can.

LIBERTY WASHER

Many People Awaited the Liberty

The women of Canada have been waiting for a reliable washer that was free from intricacies, one that would do the work well and not cost too much. The LIBERTY WASHER was especially created to meet this demand.

The white cedar tub—without any metal to stain the clothes; the wringer moveable to four positions; the mechanism on the opposite side from the operator and a price from $25 to $50 less than any other High Grade Washer on the market.

Give your customers the best—sell them a LIBERTY and they will always be grateful. You'd be surprised how many good prospects there are among your everyday customers. Display and talk the LIBERTY—it will pay you.

A. R. LUNDY
257 King St. W. TORONTO

WROUGHT PIPE

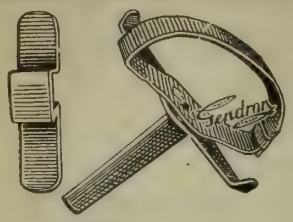
BLACK and GALVANIZED
SIZES, 1/8 IN. TO 4 IN.

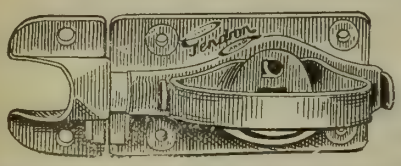
All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT *Brand of WroughtPipe*

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL
Works: Lachine, Can.





Fills the existing demand for a

Garage and Barn Door Latch

that's just right for Dealer and Consumer

A rapid, profitable seller. Strong, durable, neat and convenient, easily put on any door. Has two handles to open or close from either side. Catches will hold door or gate open or closed. Enamelled finish with turned bolt. Guaranteed.

We also make velocipedes, express wagons, children's autos, toy carts and barrows, bathroom fittings and hardware. Write for prices and information on any of our lines.

The Gendron Manufacturing Company, Limited

Duchess and Ontario Streets, Toronto, Ontario

MADE IN CANADA

Blacksmith's Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A B. Jardine & Co.

LIMITED

HESPELER, ONT.

Manufacturers OF

WIRE

HEADQUARTERS FOR

WIRE BALE TIES

Largest Capacity and Stock in Canada

PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal

London, England

A Reliable Razor for the User

Guarantee for Every Razor

Made from the finest Crucible Swedish Bar-Steel. Carefully tempered and concaved. Set ready for use.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y.

Canada Office: 140 McGill Street, Montreal

BUTTERFIELD

Tools That Create Good Will With Dealers, Buyers and Users

Butterfield Tools

are liked and respected by the dealer for their popularity and ready sales—for the absence of complaints and returned goods. The purchasing agent or the individual mechanic finds them a "good buy" and far more than satisfactory. Skilled labor and responsible executives have confidence in them inspired by agreeable experience.

Give Service That Multiplies Sales

These reliable tools are known to dealers for their business-building qualities. Most dealers handle them, but if by chance you don't at present, you will find in them a new source of revenue and sales that bring "repeat" business and hold the customers—multiplying your sales.

Get a Catalog

Butterfield & Company, Inc.

Rock Island, Que.

The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

TRADE NEWSPAPERS

Hardware and Metal	Canadian Grocer	Dry Goods Review
Men's Wear Review	Bookseller and Stationer	Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery	Canadian Foundryman	Marine Engineering
Power House	Printer and Publisher	Can. Motor, Tractor and Implement Trade Journal

MAGAZINES

MACLEAN'S MAGAZINE FARMERS' MAGAZINE

Financial Post—Weekly Commercial Newspaper

The MacLean Publishing Company, Limited

153 University Avenue, Toronto Southam Bldg., 128 Bleury Street, Montreal
1207 Union Trust Bldg., Winnipeg, Man.

Coleman Quick-Lite Lamps

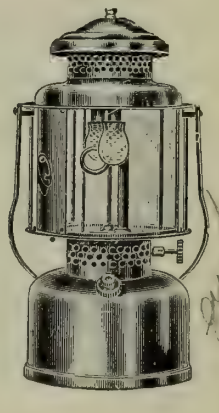
Can be lighted with a match, no other generating required.

Brilliant White Light

300 Candle power, makes and burns its own gas from common gasoline.

Costs 1-3 of a cent per hour to operate.

Coleman Quick-Lite Lanterns



Just as brilliant a light as the lamp. Mica chimney, burns 15 hours on one filling.

Coleman's Quick-Lite Chandeliers

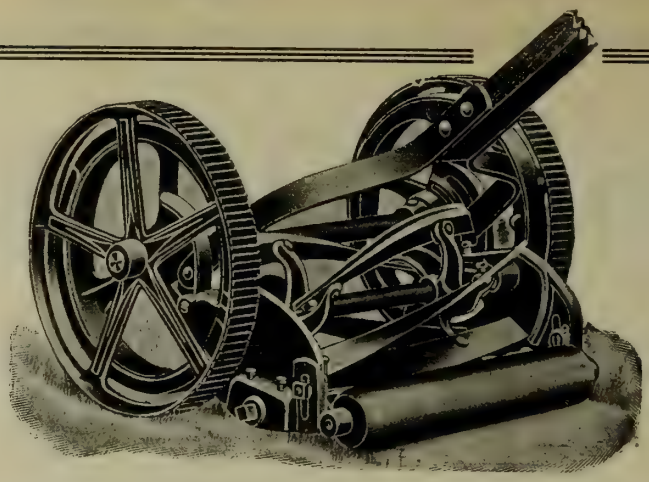
for Stores, Churches, etc.

Write for prices and particulars

Caverhill, Learmont & Co.

Montreal

Write for prices and details NOW



We anticipate a big demand

It's a wise precaution to order mowers—Now

and when you stock up with T.-F. quality you can anticipate quick sales — always dependable. They have stood the test for 40 years—none but the highest grade of workmanship and quality of material used. We make a specialty of this line and guarantee our product. Identify yourself with quality by stocking the line of mowers that are well and favorably known as—

"ADANAC" "WOODYATT" "STAR" "EMPRESS" FAMOUS NAMES.

Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.

H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

QUALITY FIRST IN

Still's Handles

We are specialists in the manufacture of wood handles.

Quality First has always been our policy in all our products.

STILL'S HANDLES enjoy a reputation throughout the Dominion that has put them in the front rank of rapid sellers for the retailer.

Wherever the best is in demand there **STILL'S** are sold.

More sold in Canada than any other make. **STILL'S HANDLES** are made with exacting care from high quality Canadian woods, durable and lasting to an unusual degree. Axe, Pick, Sledge and Hammer Handles, Cant, Hook and Peavie Handles. There are good profits for the dealer and an abundance of customers' satisfaction in all **STILL'S HANDLES.**

J. H. STILL MFG. COMPANY

ST. THOMAS . - ONTARIO

TRADE MARK **Red Devil Tools**

Increase Your Sales

The more "Red Devil" Tools you buy the more tools you will sell Experts know their true superiority—everyone knows their reputation.

"RED DEVIL" Glass Cutters

No. 363, Circular Glass Cutter, indispensable in all garages for cutting head-light glass, has a metal base, a non-slipping rubber cloth mat, a steel rod graduating into 16ths inches to cut circles 2 to 12½ inches, and a renewable hand-made, hand-honed steel wheel that will not flake nor break glass.

Remember "Red Devil" Glass Cutters are the biggest sellers in the world. Write to-day for proces and Complete Catalogues.

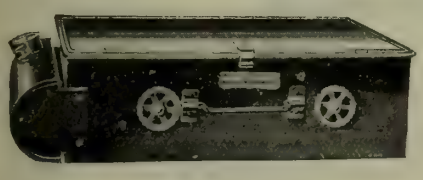
Smith & Hemenway Co., Inc. 89 Coit Street, Irvington, N.J.

Safe as a Gold Dollar to Use or to Sell

Auto Kamp Kook Kits

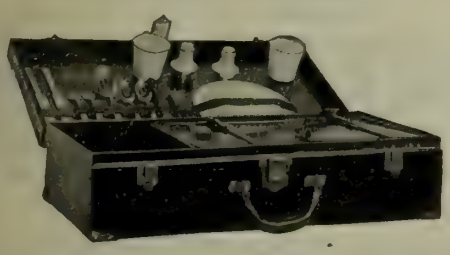
No. 2 or 3 Open

Showing Equipment, Featuring New Model Tank with Pressure Gauge



Same Closed

Showing the neat, handy way it packs. Equipment stored inside.



Show Your Customers These Selling Points

Here is an article that sells well because it fills a much needed want. A good, compact gasoline stove with a special forced feed that insures perfect burning under all weather conditions.

Burns in a 30-mile Wind

This forced feed, somewhat similar to the principle of a mechanic's torch, will give perfect service unprotected in fresh winds. Notice the two cuts showing how compactly it folds away and how convenient and generous a cooking outfit it is when open.

Made in Convenient Sizes

Three handy, convenient sizes to fit almost any needs.

The Number 2 is a two-burner stove with two six-inch grates.

The Number 3 is also a two-burner stove with eight-inch grates.

Both are provided with a die-made gasoline tank with a nickel pressure gauge. Both are sold with or without equipment, but pump and funnel are sold with all stoves. The illustration shows the number 2 and 3 with equipment.

No. 4, single burner—six-inch grate—Hunters' Special.

Suitcase Outfit

A specially "pulling" layout is the Suitcase Outfit. We specialize on a four-party suit case outfit which, besides a number 2 stove fully equipped, contains knives, forks, spoons, salt and pepper shakers, can-opener, plates and cups for four people. Plates and cups are Swedish ware.

Prentiss-Wabers Stove Co.

GRAND RAPIDS, WISCONSIN, U.S.A

Canadian Distributors: **Murdock & Hunter,** 34 Church St., Toronto

E. Roy, 65½ St. Andre St., Montreal, Que. A. S. Butchart, 26 Adelaide St. W., Toronto C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

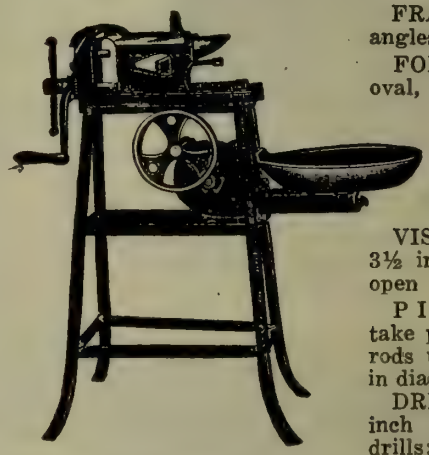
REED'S
ECONOMY ROTARY
ASH SIFTER

Made Better so as to Sell Better

DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

Geo. W. Reed & Co., Limited
37 St. Antoine Street, Montreal

Rock Island Combination Forge, Anvil and Vise



FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is driven by an accurately cut gear and pinion.

VISE — jaws ars 3½ inches wide and open 11 inches.

PIPE JAWS — take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

Factory and Office:

Rock Island Manufacturing Company
ROCK ISLAND, ILL.

NEW YORK---113 Chambers St. CHICAGO---180 N. Market St.

VISES *A Type and Size for Every Service*

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

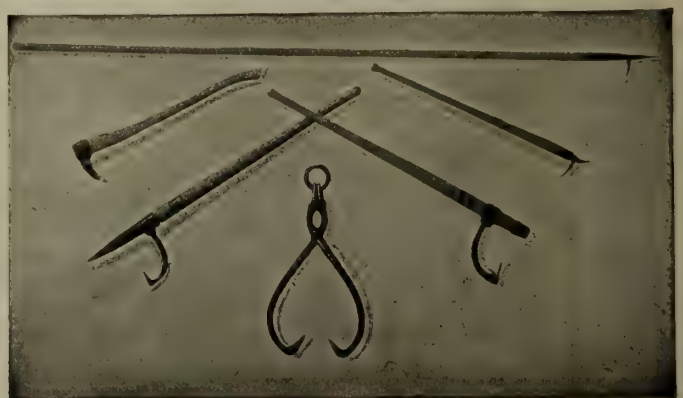
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

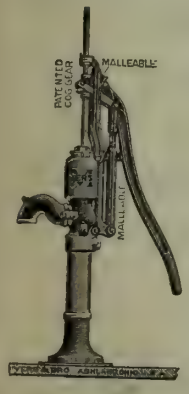
ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.



MYERS
"HONOR-BILT"

Hand and Power PUMPS

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service.
The aggressive dealer handles the MYERS — Ask your jobber or write us.

F. E. MYERS & BRO.
No. 65 Orange St. ASHLAND, OHIO

Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell youthat
it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes

Ask for it by name from the wholesaler

London Rolling Mills Co.

LIMITED

LONDON, CANADA

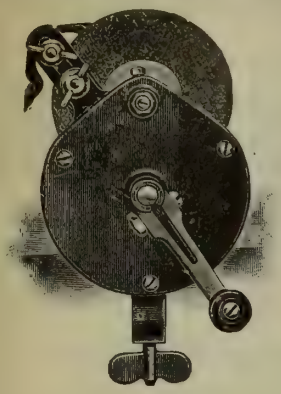
NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Cool Kutter Grinders

Fill a Special Want

They were placed on the market to supply the demand for a cheap grinder that's good, and they do. Best value ever offered to the trade. Wheels specially selected for cool, quick-cutting qualities.

Get Catalog No. 1. Write your jobber.

Western Hardware Mfg. Co., Limited

Milwaukee, Wisconsin

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

BROOMS

Our

Canada No. 3

fills the bill

Not too heavy, not too light

Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom

We know how to make.

ORDER NOW.

WALTER WOODS & CO.

Hamilton and Winnipeg

LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.

We are in touch with the most noted and remote manufacturers in the trade.

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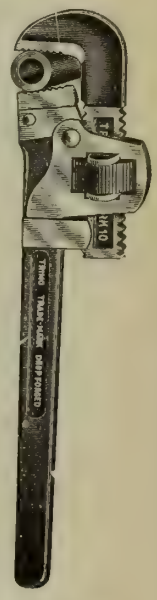

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The Publisher's Page

TORONTO JANUARY, 1920

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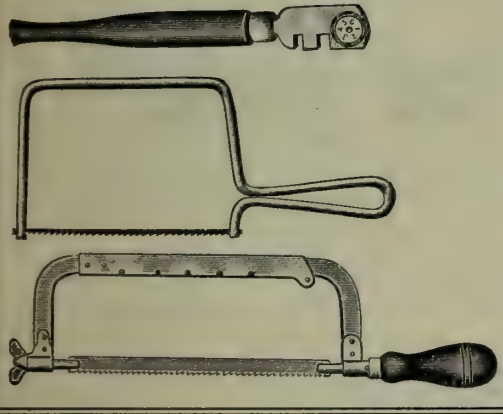

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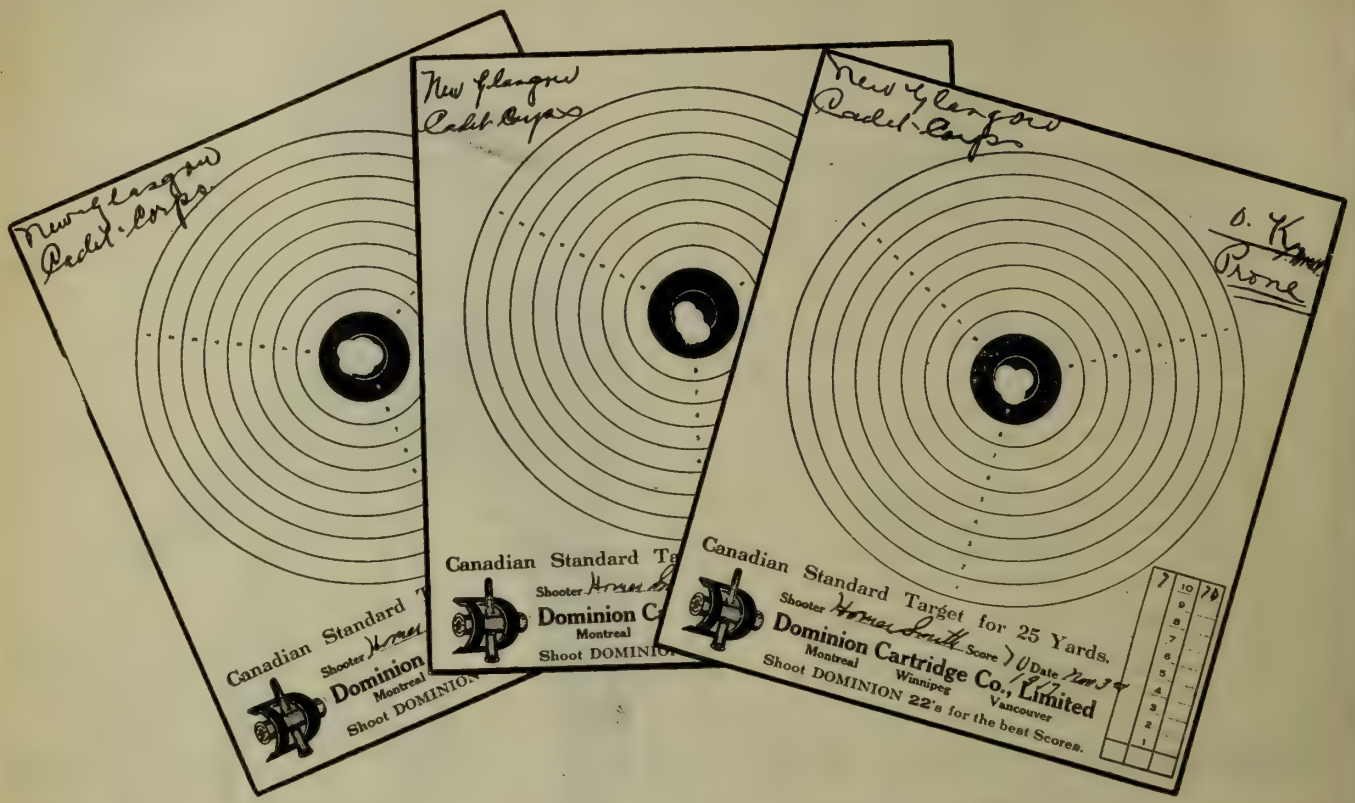

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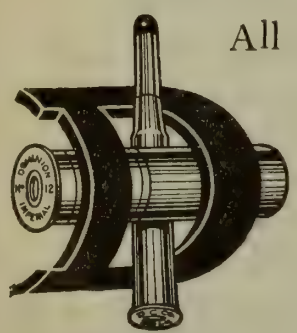

Dominion Cartridge Co., Limited

Montreal - - Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, JANUARY 10, 1920 No. 2

CONTENTS

Opportunities For Paint Association 47-48
Seasonable Window Suggestions 49
Higher Prices For Oils and Gasoline 50
Standardizing the Retail Trade 51
Probability of Higher Paint Prices 52
Autos, Tractors and Electricity 53-54
Fixing the Value of Your Stock 55
Interesting Situation in Building 56
President of Montreal Firm Honored by King 57
Editorial Comment 58-59
Events in the Trade 60-63
The Clerks' Department 64-65
New Hardware Goods 68
The Markets at a Glance 69
Weekly Hardware Markets 70-75
Looking For Banner Paint Year 76
The Brush Department 78
Higher Prices Likely For Glass 80
Weekly Paint Markets 82-84

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXI. TORONTO, JANUARY 10, 1920 No. 2

Opportunities for Paint Association

Some Interesting Sidelights on Methods of Few Members of Association—Retail Trade Would Appreciate More Co-operation

AFTER an investigation which included visits to many leading retail hardware merchants in various parts of Canada and also calls on prominent paint manufacturers, HARDWARE AND METAL is of the opinion that despite the good which has been accomplished through some of the worthy undertakings of the Canadian Paint, Oil and Varnish Association, a good many splendid opportunities have been overlooked largely through lack of vision on the part of a few members of the Association.

During the war period several important questions, of vital interest to paint manufacturers and to retailers, were solved through co-operation of members of the Paint and Varnish Association. Considerable good was unquestionably accomplished in this way, although it is felt in retail circles that too much secrecy prevails regarding the activities of the Association.

Agitators to Blame

That this secrecy has prevailed is due largely to the effort of a very few members of the Paint and Varnish Association who are evidently under the impression that they can ride roughshod over the retail trade, the trade papers and any others who happen to come within their path. Fortunately for the Paint and Varnish Association the majority of the members have a much wider vision and are not at all in accord with some of the policies of two or three agitators in the Association.

The Wrong Methods

These men undoubtedly have the welfare of the Association at heart and we believe they are sincere in their efforts to assist the Association in becoming a power for good. Unfortunately the men are adopting methods which were out of date many years ago and which have proven impractical in modern business. Their chief argument on most occasions when they wish to put a matter through is, "Are you going to fall in line?"

They are of the opinion that they should censor all trade information which goes out to the retail hardware trade. They believe that the hardware trade should not secure so much information regarding market prices, the trend of the markets, etc., or in case this cannot be prevented they are of the opinion that all information should come through some authorized representative of the paint and varnish trade as a whole and that the publishers of trade information should be bound by information secured from one or two sources rather than to continue on an independent basis, securing information from the best authorities in their respective fields and publishing this information without dictation from interested parties.

No Star Chamber

These few men, apparently not realizing that the days of secret diplomacy are rapidly disappearing, would clothe all activities of the Paint and Varnish Association in secrecy, and they would be the Lord High Dictators of all activities in manufacturing, advertising, wholesale retail distribution of paints and varnishes.

Two members of the Association, one living in Toronto and the other in Montreal, have been particularly active in their efforts to do what they think is in the best interest of the Association. These men, in their efforts to do good, have even gone so far as to furnish what might be fodder for a board of investigation, through getting in touch with the smaller firms for the purpose of "getting them in line."

This might be illustrated in the case of one of the smaller distributors of paints and varnishes, etc., who received a letter asking him to boost his prices 20 per cent. up to the Association levels, in order that another firm could also be swung into line.

Was Not Effective

The letter from Montreal not being effective, a follow-up from the Toronto member was made in the form of a personal call. Following a discussion, the details of which need not be recorded here, a flat refusal was made by the man approached, because, as he stated, he was securing a legitimate profit on the goods at the price he was then quoting and he did not feel disposed to make an advance equal to that suggested to him.

It is a question whether all members of the Paint and Varnish Association are acquainted with this method of procedure, but we know from inquiries which have been made that this is not in accordance with the wishes of some of the members of the Paint and Varnish Association.

On Thin Ice

This instance is merely quoted as an example to show how these two members in their anxiety to further the interests of the Association are skating on thin ice, and in their efforts to do good are liable to do considerable harm to the paint industry as a whole. HARDWARE AND METAL is in favor of the elimination of cut-throat competition which demoralizes business, and we know that the majority of right-thinking wholesalers and retailers are also of the same opinion.

We do not, however, believe in overstepping the mark, and after consultation with many members of the Paint and Varnish Association we are of the opinion that the majority of the members of the Association are in favor of running the Association on straightly legitimate lines without coercion or attempt to secure undue profits, and to suppress information which should be in the hands of the trade.

A Narrow View

The two members of the Association previously referred to would even go so far as to standardize, if possible, the individual efforts of paint manufacturers in their dealing with the retail trade. They would attempt to penalize the trade press if the latter did not meet their wishes regarding certain forms of publicity.

Unfortunately for the Association these men are not in sufficiently close touch with the pulse of the retail trade, on whom the paint manufacturers depend for the distribution of their goods. If they were in close touch with the pulse of the hardware trade they would realize that at the present time there is a great deal of work for the Paint Association, and that a great deal of good could be accomplished through the proper kind of co-operation and the dissemination of information which the retail trade vitally needs at the present time.

Work in Harmony

These members still have to learn that they cannot ride roughshod over the retail trade or over the trade newspapers or over other members of the Association, and that in order to secure the best results from their efforts they must work in harmony with other members of the Association and with the men who are called upon to ultimately sell the goods to the general public.

The Paint and Varnish Association did good work in the standardization of packages, color cards, etc., during the war period, but in some cases fell short of the mark through leaving many retailers with "left overs on their hands."

The Paint and Varnish Association could have given some valuable advice regarding the disposal of these left overs, many of which are still in retail hardware stores. The Paint and Varnish Association did splendid work through one prominent member and his committee in extending Canada's trade into foreign countries. This was no doubt a splendid piece of work and meant the accomplishment of something worth while. If other activities of the Association had all been directed along worthy lines such as this, and particularly with a view to co-operating with the retail trade during a most trying period, the Paint and Varnish Association would to-day have been looked upon as one of the best friends of the hardware trade. Unfortunately such an opinion does not exist at the present time.

Want Better Conditions

It is rather unfortunate that such an opinion does not exist, because with only a very few exceptions the members of the Paint and Varnish Association are heartily in sympathy with any movement towards creating better conditions in the retail hardware trade and in assisting the retailers in any possible way to make their paint departments more attractive, more profitable and a more important part of the business.

There are many ways in which the Association could co-operate to a greater extent with the retail trade. We will dwell on only a few of them in this article, others will be taken up in later issues. These observations are based on interviews by members of HARDWARE AND METAL'S staff with prominent retail distributors of paints and varnishes, and also with members of the Paint and Varnish Association.

Have Good Effect

We believe that regular messages coming from the paint and varnish manufacturers as an association would have a splendid effect on the trade generally. We do not care what form these messages may take so long as they are delivered into the hands of the retail hardware men and clerks who are most interested in what the paint manufacturers have to say.

For instance, a message from the Paint and Varnish Association at the present time, giving the retail hardware trade information regarding conditions which prevail in the paint trade at present. The retailers could use this information to splendid advantage in over the counter sales talks. There is no doubt a great deal of splendid information on this subject in the possession of the paint and varnish manufacturers, and this information would prove of great value to retail hardware merchants and their clerks at the present time.

Information of this kind will prove of even greater value during the coming spring months. It would have proved of great value had it been placed in the hands of the trade on various occasions during the war period.

Question of Analysis

There is another matter that is receiving some attention in retail circles at the present time, and we believe it is a matter which is to come up at the retail hardware convention to be held in February next. It is a question of whether or not a law requiring an analysis or other description of the contents of paint packages would be of any benefit to the retail hardware trade in order to assist the latter in meeting the competition of the department stores who sell ready-mixed paints at very low prices and make rather strong claims regarding the quality of the low price paints. The Paint and Varnish Association no doubt has some splendid information along these lines and should pass this information along to the retail hardware trade and let the latter have some light on the subject.

Enacted Legislation

The question of the analysis of ready-mixed paints is one that has been taken up on a great many occasions in the United States and at least 12 States in the United States have enacted paint legislation. There is in the United States what some of the paint men refer to as the Model Bill, but the legislation in these States is not all in accordance with the Model Bill. There is a vast amount of most important information which would be of great value if in possession of the retail hardware trade during these uncertain times.

Soya Bean Oil

There is another matter which has been discussed to a considerable extent and one which could have been cleared up in a message from the Paint and Varnish Association. During the period when linseed oil prices were so very high and a number of paint manufacturers were attributing the increased cost of paints, etc., to the high prices of linseed oil, etc., rumors were floating throughout the trade that the manufacturers in a number of cases were not using linseed oil, but were using soya bean oil, which in the opinion of many members of the retail trade is a rather inexpensive product compared with linseed oil.

The fact of the matter is, according to some manufacturers' that this latter oil was costing practically as much as linseed oil and there were no good grounds for any suspicion that manufacturers were using a low-priced product in the manufacture of their ready-mixed paints.

We could dwell at great length on this matter, but the point we have in mind is that the Paint and Varnish Association, as an Association, could enlighten the hardware trade on this subject and in our opinion it is the duty of the Association to do so. If a substitute oil is being used there is no harm in telling the trade about it.

Beneficial Results

We have referred to only a few of the many questions which could be handled by the Paint and Varnish Association in a broad way and in a way that would produce mutually beneficial results. The state of expectant uncertainty which prevails in retail circles and which has prevailed for a long time is not a good one either for the retailer or for the paint and varnish manufacturers. Business has been good, it is true, but why not have good business with less dissatisfaction? Competition in the paint and varnish business is becoming keener each year in Canada. The retail hardware merchants of Canada are not dependent upon paints and varnishes, but under favorable conditions it is in their interest to carry a good stock and devote a certain amount of store display space, window displays, local newspaper advertising, personal effort, etc., to pushing the sale of paints and varnishes.

Co-operation Essential

Without the proper co-operation from the paint and

Cotninued on page 84

Seasonable Window Suggestions

Window displays of shaving materials always carry interest to men. The illustration offers suggestions for arranging a display along these lines. Men also are always interested in an assortment of tools and just now with so much building in prospect a window display of this kind is timely.

Homemakers are quick to note window displays containing devices that will make for labor-saving or help them in their work. A display of these goods lends itself readily to making an attractive showing. Galvanized ware is in demand more or less all the year and a window dressed with lines such as are shown is sure to start them moving.

Higher Prices for Oils and Gasoline

Advance Already Made and It is Expected That Further Increases May Go Into Effect at Any Time—Record Demands From All Parts of the Country and for Export Business

DUE to a recent advance of 75 cents per barrel in the price of crude oil, and due also in part to the present high exchange rate against Canada, prices of gasoline, kerosene, and all lubricating oils have been increased.

The wholesale price of gasoline has been advanced 2 cents per gallon, of kerosene 3 cents per gallon, and the increase in lubricating oils ranges from 3 to fifteen cents per gallon.

It was stated to HARDWARE AND METAL by oil company officials that still further advances are likely to be made very shortly. The demand for oil products has been unprecedented and it is with difficulty that many of the larger orders are being filled as every effort is being made to distribute the available supplies so that there will be no interference with domestic demands.

Prices Kept Down

"It has been our policy to keep the prices on our products as steady as possible during the past few years, and especially during the year 1919 when prices on so many commodities got beyond control of manufacturers in so many other lines owing to strikes, lockouts, scarcity of raw materials, and many other trade disruptions, said G. W. Mayer, vice-president of the Imperial Oil Company, to HARDWARE AND METAL.

"According to our figures, gasoline is cheaper now than it was a year ago. For instance, our quotation for January 1, 1919, was 33 cents per gallon, and on January 1, 1920, the quotation was 32 cents per gallon. Last June the Government lifted the war tax which naturally enabled us to sell cheaper.

Production Costs

"However the costs of producing cannot continually increase without reflecting in the finished product. Crude oil has advanced at a very steady rate and is quoted at considerably higher figures. For example, mid-continent crude oil on January 1, 1919, was quoted at $2.25 per barrel, while January 1, 1920, quotation was $2.75 per barrel. Pensylvania crude oil on January 1, 1919, was quoted at $4 per barrel, while the January 1, 1920 quotation was $5 per barrel. It would be impossible to state any particular factors that directly cause these advances in the crude oil. The high cost of labor is undoubtedly one feature. The high cost of exchange between the United States and Canada, also the increased price of handling and hauling, is another, and when one stops to consider that practically everyone is getting more money for a day's work than formerly and then try and imagine how many hands that handle oil directly or indirectly, whether it be in the process of refining, in transit, or in handling the finished product, it is only natural to conclude that if these costs keep compounding all the way up to the finished product that the finished product must of necessity be increased.

Better for Business

As a matter of fact we do not like to see high figures for any of our products, and would much prefer to be able to sell gasoline for 15 cents per gallon than to sell for high prices. As in the case of the cheaper price the use is free and unrestricted, whereas the higher price restricts sales and decreases the aggregate turnover. This may be one of the reasons we have not previously advanced our selling price with our cost as well as the fact that we expected to hold out till the peak had been reached so as to be in a position to gradually recede to lower levels without causing any disruptions.

Although there are many trucks and automobiles in Canada, our biggest demand comes from the backbone of the country, that is to say, the farmer, and while we expect one of the largest year's business it really remains up to the farmer and his crops.

Farmers Big Buyers

The process of modern farming is gradually changing to more scientific and labor-saving methods. Many farmers came to town now several times a week instead of leaving their visits until Saturday afternoon or perhaps every two weeks. This is made possible by the use of automobiles, and where formerly a trip to town was more or less of an event, owing to the length of time required for feeding stock and finishing chores owing to the prolonged length of the trip, now it is only a matter of an hour or so to run into town and back, without materially disturbing the day's routine. This naturally keeps the farmer in better touch with the times, and owing to the increased convenience derived from satisfactory use of the motor for transportation, he is already well sold on any mechanical appliance that will further help him in production, with the final result that most of the best farms are equipped with tractors and many other gasoline or oil-driven devices. Every year the number is increasing. The fact that we have on order two steel tankers at a cost approximately $6,000,000, and when you stop to figure that these will not be delivered for at least two years, it will give some idea of how we expect increased consumption during the coming years.

Proposed Amendment Would Restrict Shipping Conditions

Railways Asking Dominion Board to Change Laws Regarding Iron and Steel Consignments—The Proposed Amendments

THE railways of Canada have submitted to the Board of Railway Commissioners at Ottawa for their approval an amendment which, if put into effect, will provide for certain restrictive shipping conditions, affecting especially iron and steel.

This is outlined below. In the meantime the Board of Trade of the City of Toronto is securing from the men in the trade directly interested their views on the matter with a view, if it is deemed advisable, of taking the matter up at Ottawa.

The Regulations

Canadian Freight Classification No. 16, on page 101, item 34, provides the following:

Iron and Steel

	LCL	CL
Bar	4	5 class.

In proposed Supplement No. 13 to the Classification, recently submitted to the Board of Railway Commissioners for approval, the railways have inserted the following amendment of this item, which, while not directly changing the ratings, provides for certain restrictive shipping conditions, as follows:

Iron and Steel

	LCL	CL
Bars, not otherwise indexed by name (see Notes): Loose or in packages	4	5

Note.—Ratings apply on drawn or rolled iron or steel bars, either square, round or otherwise shaped in the drawing or rolling process, also on such bars when bent, twisted, or otherwise deformed, galvanized, ground, hammered, punched or sheared, but ratings will not apply if further work has been done.—

Shipping Regulations

Note 2.—(a) Iron or Steel bars having value of 25 cents or more per pound, when shipped in less than carloads, must be in barrels, boxes or crates, or if not

Continued on page 75

Standardizing the Retail Trade

Interesting Answers of Hardware Merchants Regarding Proposals Made by President of the Manitoba Board of the Retail Merchants' Association of Canada

SOME interesting comments were made by hardware merchants in reference to the following which was sent to HARDWARE AND METAL by A. G. Box, President of the Manitoba Board of the Retail Merchants' Association of Canada:—

STANDARDIZING THE RETAIL TRADE

I have been requested to express my opinion on how the retail trade could be improved to meet the service now demanded by the public. In my travels throughout the West during the past number of years, I have more and more realized the fact that many of our merchants are not giving adequate service owing to lack of knowledge of the lines they are carrying. Too many enter the field with the idea that merchandising is something that anyone can go into by merely buying goods with the idea of selling them again. It takes the average man about two years to realize that he should have had previous experience to qualify to become a merchant. Times have changed. A man cannot go into business now the same as he could twenty years ago and make a success of it. The public knows as much about retail prices as the merchants themselves, consequently a merchant must continuously watch the markets to see that his purchases are right.

Business, if properly conducted, requires knowledge, experience and continuous training. Merchandising involves study and practical application. Retailing requires men qualified to serve the public in the various lines represented. It is not enough that a man have a little money. He should be a trained man in the line which he proposes to carry.

I am convinced that standards should be established for each line of the retail trade. What I mean is, that a man should have certain qualifications before he is allowed to enter the retail field. He should be required to have a knowledge of the merchandise he proposes to sell. He should know how to keep a record of his business. He should be required to pass a simple examination set by a Trade Commissioner assisted by an Advisory Committee in each line.—A. G. BOX.

"I differ entirely with Mr. Box when he says that certain standards should be established for each line of the retail trade," said Ed. Wanless, of Chatham, Ont., vice-president of the Ontario Retail Hardware Association. "I tell you why I say this. I do not claim that our business has been a wonderful success but it has made very satisfactory progress and I can tell you that it would not have been started had an examination been necessary, as the writer was absolutely ignorant of the hardware business at that time. If Mr. Box were to say that it would be necessary to have certain business ability then I heartily agree with him."

Would Protect Trade

"It strikes me the idea is a mighty good one," said F. W. Silvester, of Silvester Bros., Stouffville, Ont. "It should eliminate considerable demoralization caused by ignorance and inexperience. It would protect the retail trade first of all, but also, I am sure, the wholesaler, the manufacturer, and the public. Because someone always has to pay for mistakes. The professions all have set standards and strict regulations. Retailers should aspire to something similar. This would be a live subject for discussion at the hardware convention next month."

"My opinion is that the statement made by Mr. Box was made for a purpose other than to be carried out as it seems to me this is not practical," said Wm. Pow, of the firm of Pow & Wilcox, Tillsonburg, Ont. "For instance, if certain qualifications and an examination before some advisory committee were necessary it would put at least twenty-five per cent. of the merchants out of the retail trade.

"Let this man travel the rural districts where a man should have a better knowledge of merchandise in general and a better method of keeping a record of his business, and he will find in a big per centage of these stores, the poorest kept dingy stores, with no system of keeping a proper record of his business, yet, you try and force these same merchants to a standard of doing business and you will have on your hands some of the same trouble they are having in Russia to-day. This used to be a free country but it is just such things as these that cause the unrest in this country.

Trade Papers Help

"The way to educate this class of the retail trade is through trade papers or representatives of trade papers coming in personal contact, where they could give them pointers on System, for without System no business can be run properly.

"The proposition as outlined by Mr. Box looks good on paper but will never be carried out."

A Broad Question

"This is rather a difficult question to answer off-hand," said D. A. Macnab, of Brockville, Ont., ex-president of the Ontario Retail Hardware Association. "It has, no doubt, some good points about it. On the other hand, it would appear to be some 'red tape.' It seems to me this would be a good question for the Hardware Association to take up and discuss at the next meeting. If retailers could only get together, with real organization, I believe it would make it better for everyone."

Food For Thought

"The president of the Board of Manitoba Retail Merchants' Association brings forward in his letter to HARDWARE AND METAL some food for thought," said Alf. J. Wright, of Hamilton, president of the Ontario Retail Hardware Association.

"Have you a knowledge of the line you propose to buy?

"Do you know how to keep a record of your business, and he suggests the passing of an examination before entering the retail field.

"I am of the opinion that manufacturers, jobbers and others in Ontario, at least do satisfy themselves of the above, in order to protect themselves and the retail trade.

Cannot Be Forced

"As to the examinations proposed, successful merchants cannot be made by an Act of Parliament. A simple examination would not eliminate the foolish, the extravagant or dishonest men who desire to enter the retail trade. It is the duty of the jobber and manufacturer to apply the brakes to the ambitious, who do not measure up to the job.

"The Government require a return, each year, for income purposes, consequently a retailer must keep books. My observation is that many men have made a success of the retail business without having had one week's apprenticeship in the line they are engaged in."

In Favor of It

"I am of the same opinion as Mr.

Continued on page 56

Probabilities of Higher Paint Prices

Higher Pig Lead Markets a Big Factor—While Freer Supplies Oil Soon Demand Will Fully Absorb—Specialties and Varnishes Firming

A DECIDED firmness characterizes the paint markets. Tendencies point to an upward revision of prices for various prepared paints, and manufacturers state that, were it not for the heavy volume of business that is being booked, they could not possibly continue to sell at present schedules. With a continued upward trend for various raw materials, and with no single raw materials showing easing tendencies, it is felt by many manufacturers that present prices will soon have to be altered.

Pig Lead Factor

Advances have been numerous in the basic schedules for pig lead. These advances have been continuing much longer than heavy buyers expected they would, and the peak does not seem to have yet been reached. It will be understood that, while the manufacturers of prepared paints buy their materials several months ahead, if they are to be had, that supplies will run out, and this condition seems to be nearing, that is, supplies are now running low.

The advance of price noted elsewhere for white lead in oil bears very specially on the trend of the market for manufactured lines containing pig lead in any form. An advance of 75c per 100 lbs. for dry white lead a few days ago made the advance necessary for the product ground in oil.

Oil and Turps

As pointed out in the market report on linseed oil to-day, the supply will probably be larger from now on, or within a few weeks. But, in spite of this, heavy users of the product state that the demands for the coming season will be so insistent as to use all the oil that will, and can be produced. Then, in addition to this, Europe is to be a much heavier buyer, it is believed, and she will pay good prices for her requirements.

Turpentine is very firm and likely to be in active demand by the trade here, and in all other countries, and, consequently, prices will be high.

25 to 50c Advance

"I think it will be safe to predict an early advance for mixed paints of 25 to 50c per gallon," said a prominent paint man to HARDWARE AND METAL this week. "And the same tendencies that apply to prepared paint are applicable, as well, to specialties, and particularly to varnishes. Gums are very high, and are difficult to procure. Varnish makers will certainly have to advance their prices at an early date."

In addition to the higher prices outlined for other raw materials, zinc, and which is so extensively used in paints, has been reaching higher levels of late, and is still advancing.

Continued Advance in Prices is Causing Some Anxiety in Business Circles

WASHINGTON.—General anxiety prevails throughout American business at the continued advance in prices, and a readjustment appears imminent, the Federal Reserve Board reported in its review of business conditions. Through the board's statement inference was strongly given that a reduction in prices is due because of a recognized curtailment of buying power coupled with a lack of unanimity of opinion as to what the future holds.

While retail trade shows general activity, and wholesalers and manufacturers were represented as unable to supply the demand, the great growth in business was shown to have been in terms of dollars and not in units of production. High wages for labor further complicated the situation, according to the board's view. Practically every federal reserve district reports that "skilled labor was working only sufficient days to keep going," resulting in a consequent falling off in production.

Credits Shortened

In face of heavy demands, cautious manufacturers were described as disinclined to commit themselves far in advance. Credits have been shortened and uncertainty as to changes which may come within the next three months is forestalling the expansion in trade naturally to be expected as the nation gets back more nearly to its peace-time activity. The high cost of living was referred to as an "unquestionable menace."

Labor Unrest

Labor unrest, the review said, showed some abatement during the month, but the greatly reduced production of the preceding month was not by any means fully restored. The termination of the coal strike and the cessation of activity in the steel strike, as well as the greatly increased number of men employed in those lines in many districts, accounted for a lower figure representing unemployment, the board said.

"From many sections," the board asserted, "it is reported that the chief difficulty does not lie in systematic strikes but in the indisposition of workers to increase production and keep steadily at work. The reduced output as a result of very short hours or the suspension of work a given number of days a week has proved a national problem. The indisposition of labor to pursue such a policy is ascribed by many to high wages and the desire to employ the increased purchasing power thus obtained in the purchase of leisure rather than goods."

Tin Plates and Copper Show Steady Advance

LONDON, Eng., Jan. 8.—As high as £2 11s. 6d. was paid to-day for April-June delivery of Welsh tin plates.

The London Iron and Steel Exchange business is restricted, manufacturers mostly declining to quote pending the price adjustment made necessary by the advance in railway rates.

A heavy accumulation of cabled orders is noted.

The strength and activity in copper, tin and other metals is unabated. Copper is quoted at a £5 and tin at a £4 advance.

New Bankruptcy Act Effective on July 1

Ottawa.—An order-in-council has been passed setting July 1, 1920, as the date on which the Bankruptcy Act passed at the 1919 spring session is to go into force. A full outline of the provisions of the Act appeared in a previous issue of HARDWARE AND METAL. The Bill was not allowed to go into effect at once as it was desired to give the business community a year or more to adjust itself to the new situation.

There are several important features in the new Bankruptcy Act which has been declared by merchants and others to be the most advanced piece of insolvency legislation on the continent.

It provides that all assignees must be appointed by the various provincial Governments and that they must be capable men, who will be bonded for the work they are to perform.

Another provision is that the benefits of the Act are open to men in business or private citizens, if the latter so desire to make an assignment. They may be declared insolvent if it is found that the circumstances warrant such action.

When a merchant has filed a statement showing his financial condition, his creditors can take action to have him declared insolvent if his statement justifies this being done.

Another important feature of the new Act is that all persons carrying on business must keep books showing the record of all their transactions.

Autos, Tractors and Electricity

"These Three," Says Foster Bauslaugh of Waterford, Ont., "Are Offering Steadily Increasing Possibilities for Sales to Hardware Merchants"—Farmers Big Buyers of Any Labor-Saving Equipment—Window and Store Displays Important

Based on an Interview by C. E. PARSONS, of Hardware and Metal, With Foster Bauslaugh, of Waterford, Ont.

BEING the only hardware merchant in a hustling town of 1,000 has many distinct advantages. It also has many responsibilities, especially when back of the town is a prosperous farming community, with a big annual buying power.

This situation is one of the reasons why the hardware business of Foster Bauslaugh, at Waterford, Ont., has growing pains. Every succeeding month for some months past, the growing pains have been getting more and more acute.

Needs Larger Store

"I have realized for some time," said Mr. Bauslaugh, in discussing business with HARDWARE AND METAL, "that I need more room. Business has been excellent and it is growing steadily. The people are buying as they have never bought before and if I have the room to put in more lines I know I would have no difficulty in selling them."

With this end in view Mr. Bauslaugh plans to occupy larger premises during the spring.

While there are at the present time only ten tractors in his territory, this is ten more than there were a year ago and Mr. Bauslaugh, who has been keeping a close line on developments, sees a big future for them.

Will All Need Supplies

"I am expecting that the sale of tractors is going to grow rapidly," he said. "Scarcity of help on the farms is a factor in creating the demand but aside from that the tractor is making good and farmers are realizing that they can do more work and do it quicker and more economically. They are finding the machines easy to handle and that they get results they never could in other ways.

"Probably seventy-five per cent. of the farmers in this district own their own automobiles. They have learned that the auto is a real help to them and from what they know about autos they are the more ready to buy tractors.

Opportunity For Business

"Every time a tractor is sold and every time an auto is taken home it means an opportunity for selling oils, spark plugs, and other things. My business in auto accessories has shown a steady growth. I am looking for it to grow more and more every year. Farmers who have automobiles would not be without them and I believe the same thing is going to be true of tractors. Both the auto and the tractor are here to stay because they are making good. The auto accessory business has proved a most satisfactory department in my store and I expect to be able to handle auto and tractor accessories and supplies together."

Another Development

Another big development which Mr. Bauslaugh sees coming is in electricity.

"We only have one power line through this section," he said, "but unless I miss my guess it will not be very long before there will be a great many. The farmers who are on the one-power line are the envy of their neighbors for miles around because they can have electrical conveniences and do things electrically that the others cannot. There is no question about the demand for more power. It is only a natural development. People everywhere are the same. They want to get away from all the hard work and drudgery they can. Everyone, farmer and city man, has for some time past been up against the problem of getting dependable help. In many cases, electricity has been a real boon and those who were fortunate enough to be able to lighten their work by using power equipment of one kind and another, have been the best advertisements it could have.

"They have been so well pleased with it that they buy more and hore equipment themselves and tell their friends about it. Just now the trouble seems to be that power lines cannot be built fast enough, and that there is not enough power to go round. These conditions will be rectified sooner or later, and the day is coming when electricity wil be available for everyone, and that is going to mean big opportunities for selling all kinds of electrical goods."

Mr. Bauslaugh says that he finds a steady demand for labor-saving equipment for women and instanced his sales of washing machines. While these average 25 yearly, it must be remembered that Waterford is only a town of 1,000 population and that the demand is necessarily limited. The point that Mr. Bauslaugh makes is that every year there is a sale of at least 25 machines and he expects the demand for electrical washers

Keeping stock in which people are interested for their immediate requirements out where they can see it is one of the best ways of speeding turnover, says Foster Bauslaugh, of Waterford, Ont. Read in the accompanying article what he thinks about the future of auto and tractor accessories for hardware merchants.

to develop just as rapidly as power is available.

Does Credit Business

Mr. Bauslaugh believes that the cutting out of unnecessary credit is a move in the right direction, but he says that the merchants generally have allowed credit for so long that the farmers have come to look upon it as a natural thing. In his own case he has about $4,000 on his books all the time.

"We lose very, very little," said Mr. Bauslaugh, "but, of course, we have to wait sometimes. A great many of the farmers come in to town in their autos on Saturday nights and every Saturday evening sees some one in to settle up. Some nights there will be a good many of them, all depending upon the season of the year and whether they are busy or not. The farmers, generally speaking, are good buyers and they are honest. They have been making money now for some time as they never made it before and they are buying more and more all the time."

Want Good Goods

Speaking generally, Mr. Bauslaugh says there is a noticeable demand on the part of the buying public for better goods than were purchased before. In pre-war days very often it was a question of price and a few cents one way or another would be a deciding factor in making a purchase. Now, however, he says people know that they have to pay more anyway and as they have the money they are in most cases willing to pay a little extra and get an article about which there is no question as to quality.

"Take stoves, for instance," he said. "People who come in to look at stoves invariably want a nicely finished stove. It is not a question of what it is going to cost. When they are satisfied that the stove is a good heater, or a good cooker, and easily operated and that it will do other things they want it to do they will take the good stove every time."

Delivers All Stoves

When a sale is made the stove is delivered at the buyer's home and care is taken to see that everything is in good running order. Mr. Bauslaugh says that people appreciate this service and that it gives him a big opportunity often to size up other needs.

He keeps a close watch, for instance, on roofing sales. If when he is out at a farm he sees a roof that is coming in for repairs he gets busy immediately and very often closes up a deal right there. By going after this trade persistently he has brought his sales of roofing up to carloads per annum.

Or it may be wire fencing that he sees will be needed or some other commodity. There are liable to be openings for sales at any time and at any place, he says, and the thing is to take advantage of them and close the business. Sales of wire fencing now average a car a year with Mr. Bauslaugh.

Small Ones, Too

It may be only the sale of some coal oil for house purposes or for tractor or other use but it is all business. And there are ways and ways of selling. In selling oil, for instance, Mr. Bauslaugh points out to the farmer the advantage of buying in the larger quantities and he has urged this so successfully that now the great bulk of his customers buy in barrel lots.

Particular attention is paid by Mr. Bauslaugh to window displays and to store displays.

"We aim to keep seasonable goods out where people can see them," he said. "We get splendid results from window displays and find that people are keenly interested in them. In a town like this where so many farmers are motoring in at nights, we get excellent results. People will often come in and ask us for this or that that they saw in our window."

Store Displays, Too

Store displays are a big factor in boosting sales, Mr. Bauslaugh says, but they must be seasonable if the best business is to be done. Working on this principle, his merchandise is constantly changed around. As the illustration shows stoves have a place of honor just at present as everyone is interested in heating equipment. A little later these will be replaced by a showing of goods required at the end of winter and early spring.

Mr. Bauslaugh states his paint sales have been most satisfactory and that they have been showing a steady increase. He attributes this partly to the fact that people are beginning to realize the value of preserving their buildings and other property. His paint department, as may be seen from the illustration, is located in one of the best spots in the store and is well lighted. Keeping his stock thus well displayed, Mr. Bauslaugh believes, is a big point in connection with its steady turnover.

Manitoba Grain Growers Asking That Board of Commerce be Abolished

Delegates Are Also Against Tariff Commission — Resolution Passed Asking the Union Government to Resign

BRANDON, Man., January 8.—Important resolutions, which will affect business interests, are being considered at the annual convention of the Manitoba Grain Growers now in session here and attended by more than 600 delegates. Premier Norris reiterated the stand he has taken at various meetings throughout the province in reference to the tariff.

Among the resolutions being considered are the following: "Whereas the Union Government holds the reins of power and has lost the confidence of the people, therefore be it resolved that we ask it to resign.

"That the Federal Government renounce its intention of appointing a permanent tariff commission."

Want Lumber Probe

"That the Board of Commerce investigate the prices being charged for lumber."

"That the Dominion Government be urged to expend each year on educational improvement as much as is spent on military and naval preparations."

"Whereas the actions of the Board of Commerce, ever since its appointment, have assumed the form of superficial and fallacious regulations directed against the interests of the farmers and retail distributors in cities and towns, while manufacturers of textiles, flour, meats, boots and shoes and other necessaries of life, whose evidence before the special committee of the House of Commons invited immediate investigation, have been completely ignored;

Disturb Production

"And whereas the net effect of the work of the Board of Commerce to date has been to disturb seriously the vital sources of production, to discourage rather than encourage an increased supply of foodstuffs from Canadian farms, to increase rather than decrease the cost of living, and generally to weaken the economic position of the Dominion as a whole;

"Therefore, be it resolved, that the Manitoba Grain Growers' Association urge upon the Dominion Government the immediate abolition of the Board of Commerce as a menace to the welfare of the Canadian people."

J. C. Brown, who succeeded Mr. Henders as president, in his report spoke of "the people's movement rather than the Farmers' movement." He urged that "Canada at once stop temporizing, discard all methods of war expediency and adopt a national policy based on sound and righteous principles. He attacked the customs tariff, declaring that by it privileged interests may extort blood money from those less privileged.

Winnipeg Strike

Referring to the Winnipeg strike he said:

"The lesson that we have been most emphatically taught, if we have the wisdom to learn it, is that no section of the community can suffer without all suffering together."

The report of the directors quoted a resolution adopted on July 23 accepting the resignation of R. C. Henders, former president of the association. "After careful consideration," it says, "we cannot in any degree accept his attitude on the tariff in the recent Budget and vote, and therefore we repudiate his stand, accept his resignation and reaffirm our adherence to the principles of the Farmers' platform."

Fixing the Value of Merchandise

Further Pointers in Connection With Closing of the Books and Taking of Inventory—Shifting the Burden of Growing Capital—Cost of Handling Credit Accounts

By HENRY JOHNSON, Jr.

I AM asked to write something on closing the books. Maybe it will seem late in the season; but if you still are figuring your inventory, there is plenty of time, and if you have figured it and closed your own books, maybe there will be profit in a review along the lines I shall suggest.

The admonition in a previous issue of HARDWARE & METAL, to be honest in placing values on your inventory may have led to your being fairly conservative, and that is well. But there is another chance for sidestepping facts in the process of closing the books; and I want to help you continue straight while you do this work. So I hope you will read this brief talk rather carefully.

Let me say that I have little knowledge of bookkeepers' ways of closing. I believe they have a system of transferring all totals to some intermediate account, and thence to the ledger. I never could see the use of the intermediate step, so followed the plan of carrying results when ascertained from any account in the ledger directly to loss and gain for final reckoning.

Depreciation Must Be Reckoned

There is no safeguard in any business so reliable as liberal allowance for depreciation. My word on this point is not unsupported. The very best business houses operate this to the limit. Here is the rule for arriving at inventory values by one of the most successful jobbers on the continent:

"If the market has advanced, 'take' at our cost; if the market has declined, 'take' at market."

I always like to copy the men who succeed, and this idea hit me as pretty sound, so I adopted it—mostly. My plan was to fix value on merchandise as far inside the facts as possible. Prices and totals were very conservative, indeed. If there was any doubt that a thing would sell readily, it was priced at from half value down to nothing at all. Similarly, items were made to stand the test for value all the way through. I often was tempted to let up a bit, fearing (what sometimes did happen) that I would make a bad showing. Then I used to buck up with the thought that I was not altering real values at all, only accounting values; and I knew that I was after a conservative showing, for the last man I wanted to deceive was myself.

My rules for other resource-accounts were:

Bills outstanding to be figured individually down the basis certain to make good; then from that total a blanket 10 per cent. to be deducted.

Furniture and fixtures in the store were handled on another pet theory of mine. Any item bought was regarded from two angles; 1st, if it required anything, it either was charged directly into expense, or a part of it was so charged and the remainder—in case of an improved appliance—was (2) considered as having value for use, and for appearance. As appearance is advertising, the part not charged to expense was divided between advertising and F. and F.

Illustration: I bought a gasoline pump for $500. It was erected in front of the store to be seen and attract attention to the entire store. So 50 per cent. of the payments as made were charged to F. and F. and 50 per cent. to advertising. At inventory time, the entire F. and F. account was subjected to a 10 per cent. discount for depreciation.

Delivery equipment was discounted 20 per cent.

Ask your jobber to read this and then tell you whether it was fairly safe figuring.

Transferring Totals

When my figures were all made up I never permitted myself to make any skeletons or trials, but finished with each account as I went along.

Merchandise per inventory, plus customers' bills, scaled as indicated, less what I owed, was credited "by stock, etc.," to mdse. account. The balance then struck was transferred to credit of loss and gain, then carried down for next period.

Expense, advertising and barn (delivery) accounts were totalled and the totals transferred to the debit of loss and gain. My own account, if there was one (sometimes there was, to cover things paid out for special purposes in excess of my salary) also went to debit of L. and G.

Discount was transferred bodily to credit of L. and G.

I never quite scraped bottom, though once or twice I came near it. The worst I ever did, on casting up the two sides of L. and G., was to have only $185 to transfer to credit capital.

Shifting Burden of Growing Capital

I nearly forgot one thing. That is, that 6 per cent. on the capital employed was always added to expense before that account was transferred, balanced by credit to my own account. It followed that, as net annual earnings were carried to the credit of capital from loss and gain, my capital kept growing and the 6 per cent. interest charge became larger every year. And, as money accumulations were constantly being withdrawn, invested in seasoned stocks and bonds under a special investment account, the transference of annual earnings to capital operated to swell expense rather unduly.

When I realized this condition, I opened a surplus account, let the capital stand, and thereafter all earnings were credited to surplus.

I do not know whether this will be helpful to anybody. It is not much of a story. It really can only be useful to one who knows something of books. The object was to cut corners, and I liked my system very much. One thing I liked about it especially was that its statements were inside the facts. In 1914 my capital stood at a figure more than $6,000 less than the tangible property of the business. I liked that, too; for thus my "capital stock," supposing it was regarded that way, was worth more than 40 per cent. premium.

Outside Investments

In closing, let me say that I started in business in 1877, more than 40 years ago. I mention that fact only to lend some authority to my favorite dictum: That No Man Makes Real Money Out of A Business Until He Learns to Take Money Out Of It. Get me? Think it over.

A time ago I stated that the cost of extending and handling credit is about 5 per cent.—fully 5 per cent. I say now. A correspondent asks me how I compute that charge. He himself carries an average of $500 on his books and his credit sales run, perhaps, $3,500 annually. Here is the computation:

Direct losses from unpaid bills, probably 1 per cent., but not less than ½ per cent., on sales, or, per year, $17.50.

Safe depreciation charge on the outstanding balance at inventory time, 10 per cent., or $50.00.

This leaves $107.50 to cover his labor, his postage, stationery, and all other collection expenses, to make the total of $175 that I feel it costs him to extend credit on $3,500 of sales during the year.

Moreover, I think this conservative, and that no matter how he may shuffle the figures about, he will not honestly and tangibly arrive at any lower total—it probably costs more.

I do not say that if he did not work on his books and do other work in connection with handling those accounts, he could do something else equally profitable with his time. I do think that it pays him to give credit. I know it paid me. Just the same, he does that work and must be paid for it, the same as he is paid for any other work or service he performs in his business. I am satisfied that it costs more to extend credit than most merchants think it does. I am sure that most of us do not charge enough, on the average, into our prices to cover credit expenses along with our

Continued on page 56

Interesting Situation at Hamilton As Result of Contractor Having Made An Assignment

Mayor Says Housing Commission Will Not Lose, But Intimates That if Any Loss is Sustained It Will Be by Firms Who Supplied Various Materials.

AN exceedingly interesting situation which affects hardware merchants as well as electrical contractors, heating and saniatry engineers and other business men has arisen at Hamilton, Ont., as a result of Contractor R. Bryson, who has had many of the contracts for houses under the Housing Commission, having made an assignment

It was at first stated that as a result of the assignment the city would lose many thousands of dollars.

Now, according to Mayor Booker and William Campbell, secretary of the Housing Commission, the city will not lose a cent, neither will those for whom the houses were being built.

Merchants May Lose

If anyone loses they state it will be those firms who supplied various materials and failed to obtain payment. The contractor, it is stated, had received his percentage of payment of the money advanced by the Housing Commission. Every house under construction, it is stated, will be finished.

Hardware and other merchants to whom money is owing may take action if it is necessary to collect the various amounts. If this is done the case will establish a precedent which may form the basis for any similar actions that may be necessary under the Housing Commission's scheme all over the Dominion.

Are Carrying On

With Bryson's assignment work ceased on 15 excavations, and 10 buildings with the roofs just finished, and nine others nearly finished. Bryson, it is reported, had fully completed only two houses. The assignment was made last week and a meeting of Bryson's creditors was held at once in the office of the Housing Commission. The commissioners contend that the claims of the creditors will not total more than five or six thousand dollars. The total cost of the houses for which Bryson had received contracts would be around $80.000, and he has received to date about $23.000. The commission decided to go ahead with the buildings itself and Mr. Cassidy, who is a carpenter contractor, has taken over the work and hired construction gangs to finish the houses.

Cut Down Cost

Secretary Campbell stated that the creditors had agreed not to file liens against the properties and that action of any kind would not be taken until after all the buildings are completed. The commission contends that by finishing these houses the contractor's profit will be saved and that it will be more than sufficient to make up for any advance in the price of materials that has occurred since the contracts were let.

Commission Criticized

Bryson, it is alleged, sub-let contracts and it is alleged that the sub-contractors did not receive their money as Bryson receivel his. Considerable criticism has been levelled at the commission for not seeing that claims of sub-contractors were satisfied.

A Hold Back

In connection with those supplying Bryson with building materials they always have 30 days from the time of delivery of materials in which to file a lien against a house in order to get their money.

In each instance payment for construction of the house has been made as construction proceeded, which is the usual course. As the cellar is excavated the contractor is entitled to 80 per cent. of the cost of the cellar under the contract price. The other 20 per cent. is held back in case of liens being filed. If the creditors filed liens the buildings then, according to W. Campbell, secretary, the commission and applicant could be held liable for the money up to the 20 per cent. held back, which would not mean a loss to either the commission or the applicant.

No Liens Secured

Secretary Campbell stated that with the commision finishing the houses the profit of the contractor would be saved, and if it was not required to meet increasing cost of building material, it might be devoted to paying off some of the creditors who sold materials to Bryson. It was this possibility that caused the creditors to decide not to file liens against any of the buildings at the present time.

Bryson assigned to his sister. He is a young man who, it is stated, had done very litle contracting work. His first big venture into the contracting business, it is stated, was with these houses.

Wire Mill Operating Far Below Normal

PITTSBURGH.—Wire mills are not accepting new business for any but old customers, and the market has rather a barren look for consumers. There is also a severe pressure for wire rods, which are ranging all the way from $52, the nominal market, to $60 on large tonnages, and as high as $63 on smaller sales. Wire mills are operating far under normal, and, in some cases, the labor shortage is still severe, owing in part to the attitude taken by manufacturers against re-employment of alien radicals in their plants. Several carloads of these left the Monongahela Valley towns this week, being assured they were not wanted in the mills again. Some return to Europe, and others went West. Nails and plain wires are moving within the jobbing and warehouse limits.

Lyons Fair to Be Held From March 1 to 15

Writing from Paris in reference to the Lyons Fair, Capt. P. W. Ross, of the Canadian Trade Department, says: "The authorities are assured of an extraordinary success for the next fair, which will be held from March 1 to March 15, 1920. About 3,000 stands comprises the full accommodation, and of this 1,500 have already been allocated. It is, therefore, incumbent upon Canadian manufacturers who desire to participate in March, 1920, to arrange at once and advise the fair authorities as soon as possible. Address: Mr. J. A. Victor, London office, the Lyons Fair, 31 Budge Row, London, E.C. 4. At the fair in March the following classes of articles will be exhibited: Rubber goods of all kinds. Heating and lighting apparatus other than that operated by electricity, chimney building. Electrical machinery, electric lighting accessories, telephony, electric wiring cable. Electric heating, electric bells and electric accessories. Leather and leather goods. Morocco leather, leather harness, leather articles for travelling. Ceramic ware, glass manufactures, earthenware, porcelainware, stoneware, pottery. Brushes, Toys, nick-knacks, pocket electric lamps, frames, articles of carved wood. Motor cars, cycles and accessories. Sewing machines, sporting articles.

STANDARDIZING THE TRADE

Continued from page 51

Box, correspondent, and think it would be good for retailers in general," said George A. McMurtry of George A. McMurtry & Co., St. Thomas. "It would also save many from business troubles and tend for a better and more successful career."

Another hardware merchant, who did not wish his name to appear, said: "This suggestion is not worthy of any consideration. The Government interferes too much in business now. When people abuse their privileges, throw down the bar and subject them to plenty of competition. If a man is without training or brains he will not last long.

VALUE OF MERCHANDISE

Continued from page 55

other costs. It might be profitable for us to discuss this more in detail.

The immediate question which led to his query was whether 5 per cent. discount to cash customers was fair. I thought it was, and said so. I think it is quite fair; provided he finds it advantageous to encourage cash-and-carry trade, or is compelled by competition to recognize two classes of customers. This is a live phase of business to-day.

President of Lewis Brothers, Limited, is Honored by the King

IN the New Year's list of honors, the name of Frederick Orr Lewis is of interest to the trade. Mr. Lewis, who is president of Lewis Brothers, Limited, wholesale hardware, Montreal, has been created a Baronet.

Born in the city of Hamilton, on February 11, 1862, Mr. Lewis is the second son of the late William Thomas Lewis, a native of Swansea, Wales, and Mary Graham. Mr. Lewis, Sr., operated a line of boats on the Great Lakes many years ago, between Chicago, Illinois, and Kingston, Ontario, and retired from active business in 1890, moving to Montreal, where he died in 1908.

Mr. F. O. Lewis received his education at Kingston, Ontario, and also embarked in the hardware business in that city. Joining the wholesale hardware firm of J. Muckleston and Company of Kingston, he applied himself diligently to mastering all details of the wholesale hardware business, and on retiring from that firm he decided to enter business on his own account.

Starts on Own Account

In the year 1887 Mr. Lewis opened a business of his own in the city of Kingston, and continued there for a year. Realizing the advantages of being located in a growing city, he moved his business to Montreal in 1888, where the firm of Lewis Brothers was begun, James Graham Lewis, the present vice-president of the company, being associated with him. For several years the firm was known as Lewis Brothers, and later was formed into the present company of Lewis Brothers, Limited. Of this company, Mr. F. O. Lewis became president, and which position he holds to-day.

While the varied business interests of Mr. Lewis call him away from time to time, he still looks upon and calls Montreal his home. This summer he spent several months in Montreal, and is always greatly interested in the progress of his initial venture, the firm of Lewis Brothers, Limited, and still takes real interest in the business of his early choice.

Other Activities

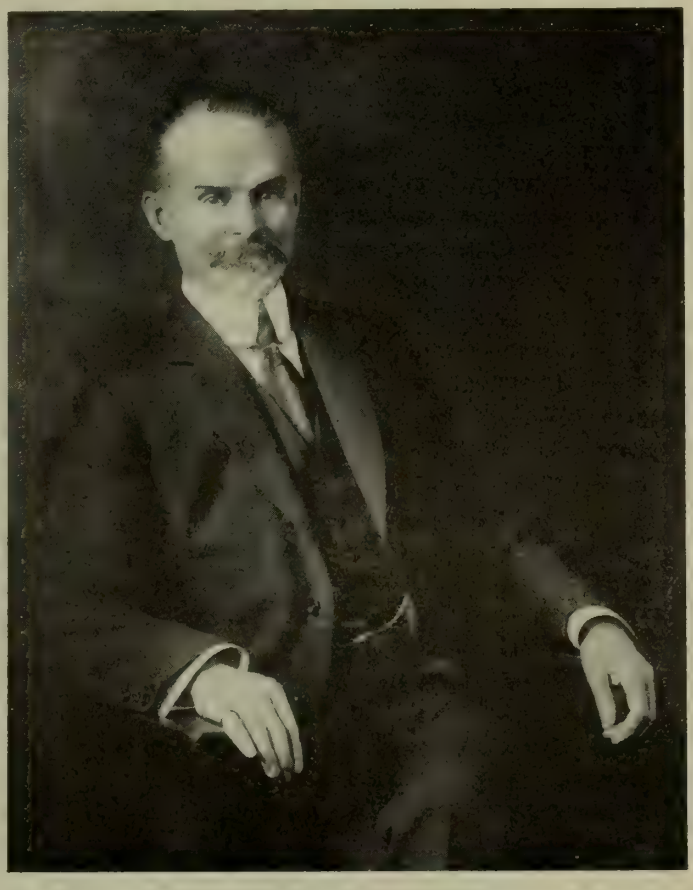
In the year 1907, Mr. Lewis transferred his activities very largely to Canadian Vickers, Limited, and of which he became, and is at the present time the president. In addition to being associated with the Canadian interests of this large company, he also is extensively associated, in a large way, with the parent company interests in various parts of England, and where the works are very extensive.

Mr. Lewis is a director of the Merchants Bank of Canada, a director of the Montreal Cotton Company, and a member of the following clubs: Mount Royal, St. James, Forest & Stream, Canadian, Montreal Hunt, Royal Montreal Golf, Royal St. Lawrence Yacht, while outside of Montreal he is a member of the Rideau Club of Ottawa, and also Wellington Club of London, England.

Had Narrow Escape

It was the experience of Mr. Lewis to be aboard the ill-fated Lusitania when that large boat was torpedoed off the Irish coast on May 8, 1915, by a German submarine. After an exciting experience, he had the good fortune to be rescued.

Mr. Lewis was married in June, 1896, to Miss Maud Helen Booth, cousin of the late John Duncan, and the family consists of three children, John Duncan Orr Lewis, Helen Mary Ida Lewis, and Mary Graham Lewis.



FREDERICK ORR-LEWIS

President of Lewis Brothers, Limited, Montreal, who has been made a baronet.

Steel Plates Sell at New High Records

PITTSBURGH. — Some new high prices for substantial tonnages of steel plates were named in transaction during the current week. The sale of something over 2,000 tons was made on the basis of 3.25c, the highest for this size business yet recorded. The pressure for plates has been steadily increasing each day. The most severe demand comes from the oil fields whose call for storage tank construction is very loud, owing to the inability of the oil transportation interests to meet the amazing demand for pipe line construction. Plate mills are rapidly becoming clogged with new business and manufacturers say that the new year starts with one of the largest bookings of plates ever known.

On other lines the plate trade is moderately quiet. It is, however, practically impossible to place new business on the nominal market, and independent makers are disposed to ask on the limited capacity they can spare nothing less than three cents. There has been a good demand for plates in smaller tonnages and the market has a robust appearance as a whole.

Guns Are Issued to Toronto Policemen

As a result of the activities of motor bandits and hold-up men in Toronto, the members of the police force are being armed so that in case of necessity they will not be at a disadvantage. The police are making a determined effort to rid the city of the robbers.

Detectives and plainclothesmen and uniformed reserves are on duty at every station in the city. They are equipped with the department cars, also with high-powered cars hired for the occasion.

TO MAKE CEMENT AT LAKEFIELD

The Canada Cement Company's plant at Lakefield will be operated again at an early date, according to recently announced plans. Manufacture of cement at Lakefield was suspended soon after the outbreak of war.

EDITORIAL COMMENT

POSTMEN THREATEN STRIKE

LETTER carriers in Toronto and other Canadian cities are again threatening to strike. They say that this is apparently the only way in which they are likely to obtain any recognition of the claims they have been making for increased wages. The matter, they state, will very soon come to a showdown. It has very frequently been pointed out in HARDWARE AND METAL that matters in connection with the management at Ottawa of the Post Office Department might be greatly improved. The business men of Ontario have been through one post office strike and know just how much inconvenience was involved. Inaction in investigating the claims of the letter carriers may cause another walk-out. The men would not be so dissatisfied apparently if they knew that something was being done, and that there was some hope of their case being considered. It is the everlasting inefficiency and red tape that exasperates them. It would seemingly be a simple matter for representatives of the department to consider the men's side of the matter. This would save a good deal of trouble and time and possibly avert a strike. Why not get busy and show some signs of life?

CO-OPERATION IS NEEDED

ONE of the clouds that overhang the building outlook for 1920, is lack of co-operation among the various sections in the building trades. This has an effect which, while indirect, is none the less serious on hardware merchants and all those interested in the construction work that is planned. As far as work planned is concerned there was never a year in the history of the Dominion when there was so much in sight. How much of it will proceed is what interests business men. One of the things which held back many important projects in 1919, was the impossibility of getting a working arrangement between the men in the various trades. In some places it was the carpenters whose demands were too great. In others it was the bricklayers. Efforts have been made to effect a working arrangement that will help along work instead of impeding it. So far in some of the larger centres these efforts have been only partially successful. Unless all work together the results will be serious, because it has been strikingly demonstrated that builders, especially those who are planning large projects will not go ahead unless they know that there is every chance of the construction proceeding without interruptions. A meeting of the Canadian Association of Building Enterprises will be held at Ottawa shortly and it is planned to straighten out this difficulty if possible and perfect a working agreement that will make for settled conditions from coast to coast.

EXTENDING ELECTRIC LINES

A FEATURE of the voting that took place on Monday in various Ontario municipalities was the large number of Hydro by-laws that carried. It is significant that almost without exception there was no opposition worth speaking about. The majorities range from ten to twenty to one and even higher in favor of constructing systems for the distribution of light and power. All this means opportunities for the hardware merchant in the sale of electrical goods of all kinds. The passing of these by-laws shows unmistakably the drift in regard to electricity and it is well worthy of the most careful watching. Each year sees more and more by-laws being passed and more and more power lines being built and existing lines extended. Out into the rural districts all over the rich Province of Ontario the Hydro lines are extending and every new power user means a buyer for electrical merchandise of one kind or another.

KILLING PATRONAGE AGAIN

THE Farmers' party in Ontario is reported as having a bit of a flare-up over a $3,500 per annum job in London.

The patronage system, of course, has been killed. It's been killed before, but generally keeps in pretty fair shape in spite of all the assassinations.

Will the politicians from lot 10, concession four, be any less keen to run in and take the Government jobs than the city and town type? We shall see.

Of course we are all ready to hoot and shout at the funeral of friend Patronage. We will walk through the moral cemetery and smile approval at the slabs they may weave to decorate his resting place.

And after all this has been accomplished, we turn home only to find old man Patronage standing on the main corner of the town, right across from the post office.

It has yet to be demonstrated that any political party can survive without the patronage system being on hand to haul grist to the mill.

A VETERAN TRAVELLER

FIFTY-FIVE years is a long time, yet that is the length of the period of service which has just been completed by William H. Dean, of Wood, Alexander and James, Hamilton. He has just retired from his position as hardware traveller at the age of seventy-six. The life of a traveller is one that makes many demands upon a man's constitution as he has to cover this territory in all sorts of weather. That Mr. Dean has seen such a long period of continuous service means in itself that he is a strong man. In 55 years he has seen many, many changes and not the least of these in the hardware business of Canada. Merchandising half a century ago and merchandising to-day are two entirely different propositions. Fifty-five years ago the railway as it exists to-day was an unknown proposition. In those days the ox team was not a uncommon means of transporting goods. The automobile had never even been thought of, nor the telephone. Just what it means to live without these things very, very few people at the present time can imagine. Neither can they imagine being without such things as electric lights, a water supply and other conveniences which are a part of modern life. Not the least interesting development in the last fifty-five years is that of Ontario and Canada and right in the territory that has been his stamping ground for so long, 100 miles around Hamilton, there have been some really wonderful changes. No doubt the veteran traveller could write an interesting volume of reminiscences. His many friends will wish for him that the coming years may be as full of happiness and contentment as a busy life has merited.

BOOST THE CONVENTION

TO hardware merchants throughout Ontario the dates February 17, 18, 19 and 20 are of special importance in that they mark the sessions of the Annual Convention of the Ontario Retail Hardware Association. Recent meetings of the Ontario Association have not only been a surprise, but a delight to those who attended, as many matters of real interest to hardware merchants have been under discussion. It is the aim of the executive committee to make this year's annual gathering one of the best on record. Efforts of this kind deserve the heartiest support of the hardware merchants. In a case of this kind individual supports is invaluable. If every merchant will not only make it a point to attend himself, but to make sure that someone else who is interested comes too, all records will be smashed this year. Boost the convention in every way you can. Talk about it and about the good work that is being done. Don't think because you are only one merchant that your effort will not count. It is by getting every ONE to work that the greatest results will be obtained. Each year during the past three or four years a gratifying growth in the membership has been noted and the stronger the association is the more it can accomplish for itself and for every merchant. Co-operation is the secret of success and by working closely together the hardware merchants can obtain results that will be surprising.

RESEARCH WORK TO HELP TRADE

REALIZING that in the battle that is now being waged for the commercial markets of the world, that research is a most important factor, the British Government has set aside a large sum for this work. The work is to be carried on in the iron, motor and allied manufactures, Portland cement, India rubber and tires, in glass making and in electrical goods. The work is to be done in close co-operation with the Government and association in the specific trades mentioned. Before any association can come under the Government scheme, the approval of the scientific and industrial research department must be obtained, and subsequently a license must be secured from the Board of Trade. The associations must be national in character and include the bulk of the manufacturers in any specified industry. A legal status is obtained through registration as a company under section 20 of the Companies' Consolidation Act, 1918. The associations are limited by guarantee of a nominal sum and may not divide profits; but the contributions of firms, being regarded as business costs, are exempted from income tax. The general scheme is to provide £1 from the department for every £1 subscribed by members up to five years after organization; but should an association's expenditure exceed £6,000 a special arrangement may be agreed to.

Keep These Dates Clear
February 17, 18, 19, 20

Big Convention Ontario Retail Hardware Association at Hamilton, Canada — Programme Announced Shortly

EVENTS IN THE TRADE

Business Changes

Pembroke, Ont.—The hardware firm of Stewart and Bowden has been dissolved.

Blyth, Ont.—J. G. McLaughlin has purchased the tinsmith and plumbing business which J. H. Leith conducted in connection with the hardware of Moore & Son, whose store was recently burned.

Ryley, Alberta.—O. H. Hunter, of Botha, Alberta, has purchased the hardware business of the Richards, McNaughton Co.

Fire Losses

Fire caused a loss of $4,000 in the premises of the Katie Foundry Company, at Galt, Ont.

Fire, which may have been caused by friction in pulleys, caused a loss of $20,000 in the plant of the Welland Iron and Brass Foundry at Welland, Ont.

A blaze, which started when oil vats in which men were tempering springs, caused a loss of $65,000 and destroyed the power plant and machine shop of the Record Foundry and Machine Co. of Moncton, N. B. The stove factory was not damaged.

Two men were killed and twelve others severely burned in a fire Wednesday at the plant of the Imperial Oil Co. in Montreal. The blaze started from the explosion of an oil pipe. The loss is $10,000.

New Firms

Hurtubise, Limited, Montreal, have succeeded North American Hardware Supply, Limited. This will be conducted by the former manager of the last-named firm, Jean Hurtubise. The company is engaged in the wholesaling of auto accessories and various other electrical and hardware specialties.

Obituary

The death occurred at Amherstburg, Ont., following a long illness with heart trouble, of Richard F. Lalonge, aged 71. He had been engaged in the hardware business for 33 years.

Following an illness of more than six months the death occurred at his home in London, Ont., of David J. Cowan. He was sixty-seven years old and had been engaged in the hardware business from the time he entered his father's store after leaving school. He was president of the wholesale hardware firm of James Cowan & Co., and also of the Cowan Hardware, Limited, the retail firm. For many years he was actively identified with the London Foundry Co., manufacturers of washing machines and other lines.

Mr. Cowan was a son of the late ex-Mayor James Cowan of London. Besides his wife he is survived by one son, James, who holds the position of treasurer in the Cowan companies.

The funeral was held on Tuesday afternoon and was very largely attended.

William McKenzie Victim of Stroke

William McKenzie, who has represented the Collins Manufacturing Co. of Toronto, manufacturers of hardware specialties, in Ontario and the East for many years, died in the Western Hospital following a paralytic stroke. He was 77 years old and had a very wide circle of friends in the trade. The funeral was held on Monday to Mount Pleasant Cemetery.

Personals

John Smith, of Regina, formerly with the J. R. Chalmers hardware at St. Marys, Ont., has gone to Pasadena to spend the winter.

H. F. Mack, representative of the American Flynn Mfg. Co., Chicago, manufacturers of miniature railways, is calling on jobbers in Ontario and Quebec.

Gordon Houlden, formerly with the hardware firm of A. Glenn Henry & Co., Oshawa, has joined the sales staff of the 1900 Washer Co. and will travel in Eastern Ontario.

A. A. Neiman, Vancouver manager for the Great Western Smelting & Refining Company, who attended the firm's convention in Chicago and is visiting Western Canadian business centres on his way back.

John Douglas, hardware merchant at Wroxeter. Ont., was honored in the recent municipal elections by being returned as Reeve. He was given an acclamation. This amkes Mr. Douglas' third term.

Major Hines, of Brandon, Manitoba, was in Montreal recently on his way to South America. While here, the Major gave an informal talk on Western impressions, before the sales and executive staffs of Starke, Seybold, Ltd.

The Consolidated Plate Glass Company, of Canada, Limited, Toronto, has appointed G. C. Ramsay as representative in Eastern Ontario and the Niagara Peninsula. He will succeed R. L. Duncan, who has resigned. Mr. Ramsay has been connected with the Hobbs Mfg. Co., of Toronto, for eight years.

F. M. Baker, Toronto representative of T. S. Simms & Co., Limited, St. John, N.B., and of William Cane & Sons, Limited, Newmarket, Ont., was re-elected as alderman for Ward 8 in the recent elections.

Quebec

Morris Wheeler, representative of Sergeant and Co., New Haven, Conn., is in Montreal on business.

J. Walker Andrews, of the Remington Arms Company, is on a business trip to Montreal.

William W. Anderson, of the Nicholson File Company, is visiting Montreal.

S. M. Ward, trade sales manager of the Canada Paint Co., Limited, left for the Maritime Provinces, where he will spend ten days in the interest of his firm.

Trade Notes

D. Champagne, tinsmith, has been registered at Montreal.

The Dalhousie Foundry & Metal Works of Ottawa, is succeeded by Foundries, Limited.

McLarty & Atkinson, dealers in twines, etc., at Ottawa, have discontinued business.

The Canadian Casting Co. and the Canada Bed Manufacturing Co. have been registered at Toronto.

Russell H. Beattie this week opened a new hardware store on Richmond St. North, London, Ont.

Consumers Gasoline Supply Co., Ltd., Toronto, has been granted permission to increase its capital from $50,000 to $500,000.

The Provincial Secretary has accepted the surrender of the charters of the Orpen Conduit Co., Limited, and of the Canadian Bridge Company, Limited.

The Canada Stove & Foundry Company, Limited, St. Laurent, Quebec, which, as stated in a former issue of HARDWARE & METAL, went into liquidation, is still continuing business.

W. U. Carnegie, of Carnegie Brothers, hardware and plumbing, Port Perry, Ont., has taken into partnership his brother, David Carnegie, formerly of the Carnegie Milling Company. The firm plans to enlarge their field of activities by engaging in housing construction.

The MacDonald Wire Goods Co. has been registered at Drummondville, Que., by S. and Joseph S. MacDonald.

J. D. Chasse & Co., tinsmiths, has been registered at Drummondville, Que., by Dame R. Vilaudre.

The North American Hardware Supply Ltd., of Montreal, has changed its firm name to Hurtutise Ltd.

It is understood that the Baltimore Rolling Mills Co., of Baltimore, Md., is considering the establishment of a Canadian branch plant.

A new company has been formed under the name of Baines & David which will carry on without interruption the steel and iron business, formerly known as Barnes & Peckover at 98 Esplanade, Toronto. W. M. David, the new partner of R. A. Baines, was for many years closely associated with the former company in the capacity of sales manager.

The business of the Galt Robe Company, Galt, Ont., has been taken over by Stauffer-Dobbie, Limited. There will be no change of ownership or of management, the officers being: George A. Dobbie, president; Joseph Stauffer, vice-president and secretary-treasurer, and James H. Bennet, managing director.

According to press reports the Henry Miller Foundry Company, Limited, of Cleveland, Ohio, will locate a Canadian branch plant at Guelph, Ont.

The annual meeting of the Montreal branch of the Canadian Association of British Manufacturers and their representatives is scheduled for January 21. The annual meeting of the Toronto branch will be held on January 28.

James and William McNaughton of the Richards, McNaughton Hardware Co., Ryley, Alberta, are removing shortly to Sexsmith, Alberta, where they have purchased a general store.

The Norton Co., having factories at Chippawa, Niagara Falls, N.Y., and other points is erecting a wheel factory at Hamilton to cost $74,000.

Annual Banquet of Andrews Wire Works

The annual banquet and entertainment of the employees of the factories of the Andrews Wire Works at Strathroy and Watford, Ont., was held at Strathroy and proved a most successful and enjoyable affair. J. Warren Bate, secretary-treasurer of the Canadian branches, was toast master. The toast to "The Watford Shop," was responded to by W. L. Millar, and G. M. Haldane responded for the Strathroy plant. Before concluding his remarks Mr. Haldane on behalf of the assembled employees presented Mr. Bate with a cane. Amongst those who attended the gathering were J. F. Burnett, the firm's representative, and E. W. Scott, the Eastern representative.

Presentation Made to Abraham Day

St. John, N.B.—Abraham Day, of the sales staff of W. H. Thorne & Co., Ltd., for sixteen years, has left to take another position. He was pleasantly remembered by his associates upon leaving, a presentation being made to him by C. O. Morris in their behalf.

Commercial men representative of all branches of mercantile life and from all parts of New Brunswick attended a banquet presided over by R. S. Sime. Matters of interest to travellers were discussed in speeches by J. H. Prichard, L. C. Armstrong and L. M. Owens. E. J. Fleetwood was secretary. Among those present were D. A. Walker, of the London Travellers' Association; Andrew Burns, of the Toronto Association, and W. A. Stewart, of the Dominion Association.

Norman A. Wylie Stricken Suddenly

Stricken with heart failure while he was shaving at his home in Toronto, Norman A. Wylie, sales manager of the

LATE NORMAN WYLIE

Consolidated Stamping & Enamelling Company, Ltd., died a few moments later. He was 43 years old and for some years was with Rice Lewis & Son, Limited, of Toronto. Later he went with the Sheet Metal Products Company, of Canada, Limited. He was with this firm for fifteen years and left to become sales manager of the Consolidated Stamping and Enamelling Company, Ltd. Mr. Wylie was of a most genial disposition and had a very wide circle of friends. He was a member of Zetland Masonic Lodge and of the National and Canadian Clubs. The funeral, which was held to Mount Pleasant cemetery, was attended by many business men.

MAY EXPORT HIDES

Ottawa.—In view of the termination of several of the orders-in-Council passed under the War Measures Act, the control by the Canadian Trade Commission over the exportation of leather, hides and skins will be no longer exercised. Collectors of customs will now permit of the exportation of these articles as in pre-war times.

R. H. Monk Has Been Named a Director

Announcement is made by John Irwin, vice-president McArthur, Irwin, Ltd., Montreal, of the election to the directorate of R. H. Monk, chief chemist and manager of the lead corroding plant.

Mr. Monk supervised the erection of the new lead plant, and the actual operations are under his direction. His education was received at King's College, London, Eng., and his research work continued in the laboratories of Sherard Cooper Cole, of London, Eng. Since coming to Canada, and in addition to filling other positions of a technical character, Mr. Monk has continued his specializing in the technique of white lead production.

Alleges Monopoly in Wall Paper Sales

Ottawa.—Unusual features attach to a complaint made to the Board of Commerce by Mr. William Charles Routley of Toronto, retail dealer in wall paper, in that he claims that the T. Eaton Company has entered into arrangements with wall paper companies outside of Canada, by virtue of which arrangements they have obtained a practical monopoly in the actual sale of wall paper. In his complaint Mr. Routley alleges that it is practically impossible to purchase wall paper manufactured by W. H. Berg & Son of Buffalo, Becker, Smith & Page of Philadelphia, and the Robert Graves Company of New York, because of this alleged arrangement, which he claims to be in restraint of trade. The hearing is set for January 16. The question of jurisdiction will probably enter into this case.

New Superintendent Of Dry Color Plant

W. P. Dickson has been appointed superintendent of the dry color works of McArthur, Irwin, Ltd., Montreal.

Mr. Dickson studied chemistry at Dalhousie University, N.S. In 1912 he entered the steel foundry at Londonderry, N.S. and studied shop practice for a year, leaving here to enter the Customs Department of the Canadian Government in 1913. From 1914 to 1918 he was attached to the Marine Department. In 1918 he joined the staff of McArthur, Irwin, Ltd., becoming assistant superintendent of the dry color works, and has now been appointed to the above position.

Veteran Traveller Retiring After 55 Years of Continuous Service

William H. Dean, of Hamilton, Ont., Has a Record That is Perhaps Unequalled in the Dominion—Now Retiring to Enjoy Life at Home.

WILLIAM H. DEAN, of Hamilton, Ont., Canada's oldest commercial traveller from the standpoint of actual years of continuous service on the road, discarded his grip on the last day of the year. For fifty-five years he has travelled the territory comprised in a radius of one hundred miles around Hamilton. The following tribute to Mr. Dean and his work appeared in the Hamilton "Spectator":

William H. Dean, the oldest commercial traveller in Canada in point of years of active service on the road, threw his gripsack into the discard on the last day of the old year, and for the remaining years of his natural life intends to live at home with his wife and learn the secrets of a happy home. For fifty-five years he has been a wanderer on the face of Canada, within one hundred miles of Hamilton, always managing for the past forty years to get home to wife and children for the week-end, so as to get ready for an early start on Monday morning with his gripsack and sample case for another round among his customers. The life of a commercial traveler is not always one of sunshine and flowers, but take them for all in all they are a jolly lot of fellows.

Mr. Dean is virtually the dean of the knights of the gripsack, for while he has only spent 76 years on this earthly sphere he is reputed to be the oldest commercial traveler in Canada. He is a native of Yorkshire, England, but when a lad was brought to this glorious land by his parents and settled in Stratford, where he spent an apprenticeship in a hardware store with the Fuller Bros. In 1864, while in the employ of that firm, he began as a commercial traveller north of Stratford.

During the fifty-five years of his active travelling life he always substantially covered the same territory. From 1867 to 1877 he represented the wholesale hardware firm of Mulholland and Baker, and of Frothingham and Workman, both Montreal houses, being with the latter firm from 1877 to 1879. Leaving Montreal he came to Hamilton, and took service with the firm of Wood & Leggatt in 1879, and the reconstruction of the firms of Wood, Vallance & Co., now Wood, Alexander & James, for forty years, being a working part of the growth of the Hamilton house from a small jobbing concern to the largest wholesale hardware firm in Canada.

He has an active travelling record of which he may feel justly proud, always on the job, and rarely ever missing a customer or a trip. For thirty-five years he has spent the week-ends in his home on the corner of Emerald and Main Streets, and has always taken an active

WM. H. DEAN

interest in the welfare of the city. He has been prosperous in his business transactions, and through his careful and saving habits can retire while strong in body and vigorous in mind in ease and comfort. He was one of the charter members of the Commercial Travellers' Association of Canada, and for many years held leading offices in the association.

His only surviving son, whose home is in Seattle, served as a captain in the volunteer army of the United States during the world war, and was tendered a commission in the regular army on his being mustered out of active service. Mr. Dean's hundreds of old customers will miss his jovial face in the future, for he has always had a pleasant word for them on his regular visits. He never persuaded a customer to overstock, and was always of great assistance in helping young merchants to select the class of goods that would find ready sales in their several towns.

As a mark of the appreciation of his forty years of faithful service, the firm very generously handed Mr. Dean a check for one thousand dollars on Wednesday night. During all these years under each management, Mr. Dean can feel a pride that he never had a cross word or a business misunderstanding with any member of the firm. It was a sad but pleasant parting of an old and faithful employee with his employers, and the doors of the new factory will swing open for him at any time should he feel like again taking up his old or new work.

Incorporations

Motor Patents, Limited, head office, Montreal, capital $100,000, plans to manufacture and deal in electrical equipment.

Ames Holden Tire Company, Limited, capital $1,000,000, head office, Kitchener, Ont., plans to manufacture and deal in tires.

Western Clock Company, Limited, capital $100,000, head office, Peterboro, Ont., plans to manufacture and deal in clocks.

Clayton Neil & Jones, Limited, capital $50,000, head office, Montreal, plans to manufacture and deal in machinery and acessories.

Allied Motors, Limited, capital $150,000, head office, Montreal, plans to deal in auto accessories, automobile tops, oils and lubricants.

Peerless Phonographs, Limited, capital $40,000, head office Toronto, plans to manufacture and deal in phonographs and supplies.

Provincial Car and Truck Company, Limited, head office, Toronto, capital $150,000, plans to deal in automobiles and auto accessories.

Automotive Manufacturers, Limited, head office, Montreal, capital $49,000, plans to manufacture and deal in auto accessories and bateries.

British Foundation Ovens, Limited, head office, Montreal, capital $10,500,000, plans to engage in the manufacture of steel, tin plate and iron.

The Brydges Company, Limited, capital $50,000, head office, Montreal, plans to manufacture and deal in steel, sheet metal goods and in wire and brass.

The Leslie Tin Ware Company, Limited, head office Ottawa, capital $100,000, plans to take over and carry on the busines operated by P. Leslie & Son.

The Murray Stock Food and Remedy Company, Limited, head office, Dublin, Ont., capital $20,000, plans to manufacture and deal in stock foods and preparations.

The Harland Engineering Company, of Canada, Limited, capital $100,000, head office, Montreal, plans to manufacture and deal in electrical equipment, lamps, etc.

The W. F. Vilas Company, Limited, head office, Cowansville, Quebec, capital $500,000, plans to manufacture and deal in furniture, fittings, wood products and accessories.

Magicoal Electric Fires (Canada), Limited, capital $50,000, head office, Montreal, plans to manufacture and deal in electric heaters, radiators, cooking and similar equipment.

The Bonne Entente Co-operative Association, Limited, head office St. Charles, Ont., capital $10,000, plans to manufacture and deal in machinery, farm supplies and household supplies.

The Ferranti Meter and Transformer Manufacturing Company, Limited, head office, Toronto, capital $250,000, plans to manufacture and deal in electrical, mechanical and sanitary engineering equipment.

No Price Changes Planned By U. S. Steel Corporation

Schedule of March 21 Will Stand, Declares Judge Gary—Says Labor Conditions Are Better.

JUDGE ELBERT H. GARY, chairman of the U. S. Steel Corporation, is authority for the statement that the present policy adopted by the corporation in the matter of prices would be continued, and that the March 21 schedule would still be quoted to purchasers of supplies from the corporation. Judge Gary stated further that, judging by present conditions, the corporation's business prospects are good and satisfactory.

Outlook Bright

In answer to questions regarding conditions and the policy of the Steel Corporation regarding higher prices for steel products, Judge Gary made the following statement:

"Judging by present conditions our business prospects are good and satisfactory. We have been asked many times for our statement of policy in regard to future prices of our steel products. Obviously no one can state with a feeling of certainty what action will hereafter be taken or decision made concerning business matters. However, I will state it is our present policy and determination to adhere to the selling prices of our commodities which were agreed upon by the Industrial Board at Washington on March 21, 1919.

Time for Moderation

"The demand is such that prospective purchasers would be willing to pay materially larger prices, and indeed we are informed they are actually paying them. But we think, taking everything into consideration, that we would not be justified in insisting upon or accepting advances at this time. If we did I fear it would have an influence in further increasing generally the high cost of living. This is a time for moderation, even at the risk of some sacrifice."

Judge Gary gave as his opinion that labor conditions are much better now than many people think them. He blamed most of the trouble in the past on labor leaders acting "on their own initiative" rather than on that of the workers, and said the public generally must know that the effect of labor unions in the past has been to decrease production, raise costs, and thus add to the expense of living.

Asking $100,000 For Alleged Infringement of Patents and Trade Lost

Many Technical Points Involved in Action Between Manufacturers of Electrical Washing Machines—Canadian Dealers Interested in Outcome of Suit.

Two patent infringement suits, involving the recovery of $100,000 for trade lost, the securing of federal injunctions against further violations and the procuring of royalties alleged to be due for the sale of many machines bearing the infringement of the patents in question have been brought by the 1900 Washer Company, of Binghamton, N. Y. One suit has been filed in St. Louis against the Blue Bird Appliance Company, and the Blue Bird Manufacturing Company, the first the selling company, and the second the manufacturing company, and another against the jobbing company, the Elliott-Lewis Electrical Company, of Philadelphia.

Technical Points

The case, it is stated, is filled with technicalties but centres around certain patents in reference to design of the tank.

The Blue Bird Company made munitions during the war and with the coming of peace commenced the manufacture of washing machines.

The Canadian headquarters of the 1900 Washer Co. is in Toronto. The Blue Bird Company, it is stated, had been considering Brantford as a location for its Canadian branch.

May Spend $20,000,000 on New Steel Plant

SARNIA, Ont.—At the final meeting of the City Council it was announced that New York, Detroit and Pittsburgh capitalists had absorbed the Lake Huron Steel Corporation, which recently purchased a large tract of land on the local Indian reservation, and this company, under a Canadian charter, would shortly commence operations here in building the largest alloy steel plant in America, at an outlay of over $20,000,000.

Solicitors of the Lake Huron Steel Corporation waiting on the Council, stated that the steel corporation under a new name and charter, with a capital of $20,000,000, would assume immediate control of the Lake Huron Steel Corporation and carry on the alloy steel business.

A. K. Freborn is Appointed Manager

Beatty Bros., Limited, of Fergus, Ont., announce the opening of a new sales office in Vancouver, B.C.

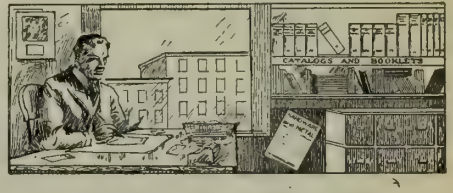
A. K. Freeborn, who has been handling the business of Beatty Bros., Limited,

A. K. FREEBORN
Appointed manager of Vancouver Branch of Beatty Bros., Limited.

in British Columbia for several years, has been appointed manager of the new branch. The office will be situated at Block 900, Granville St., Vancouver, B.C.

WHITTALL CAN CO. OPENS AT TORONTO

The A. R. Whittall Can Company, Limited, Montreal, have appointed a representative for Toronto in the person of G. A. Willis. Mr. Willis will be located at 202 Royal Bank Building.



STOWE MFG. CO., INC.

The Stowe Manufacturing Co., Inc., Binghamton, New York, U.S.A., has issued two Bulletins Nos. 103 and 104. These are the first issues since before the war and supersede any previous bulletins and catalogues. They illustrate a complete line of motor-driven tools and show a complete offering of Flexible Shaft equipment of various designs. Bulletin No. 103 consists of 27 pages, is well illustrated and shows the firm's complete line of electrical Hand Drills and also Portable Buffers and Grinders. Bulletin No. 104 contains 86 pages and shows a line of Flexible Shafts, special universal joint, Portable Screw Speed Drill Press, Power Screw Driver, Tapping and Reaming Machines, Portable Electric Emery Grinders, Combination Drilling and Grinding Plants, etc. Readers of HARDWARE AND METAL may obtain copies on request.

THE CLERKS DEPARTMENT

What Would You Do if Somebody Offered You $130,000,000 to Quit Business?

This Huge Sum Was Offered to J. Ogden Armour and He Refused It Because He Likes His Work—How He Helps Young Men to Get Along

HOW much do you love your work? If somebody offered you $130,000,000 to quit would you take it and live a life of ease?

J. Ogden Armour, the Chicago meat packer, was offered this huge sum to give up business. He did not take it. In the "Forum" John Bruce Mitchell tells something about Mr. Armour and why he likes his work better than money.

"Big men are only little men, given a fair chance to grow." That is the fundamental business creed of J. Ogden Armour. That is the thought underlying the operation of the great meat-packing business and ramified manufactories in which the enormous Armour fortune is invested. Reputed to be the largest individual manufacturer and employer of labor in the United States, the head of a company whose business last year approached a billion dollars, J. Ogden Armour really loves his work and he has made the men who work for him love it too. . . . "Big men are only little men, given a fair chance to grow"—there is much to ponder over in that.

Would Not Quit

A few years ago Armour was offered $130,000,000 for his packing business. So huge was the sum that the men who wished to acquire the industry took it for granted that he would sell. To their surprise he did not think about their offer for a moment. Quickly he said, "What could I do with $130,000,000? I would rather be at work." Now, it is not in the nature of man to toss aside lightly so staggering a sum of money; but Armour scarcely gave it a thought. Why? Because, idealize it as one will, the first love of man—and of women—is the love of self, and that great packing-plant of Chicago with its bellowing stock-pens, its chutes ever rumbling with the tread of cattle, its dripping butchering places and its chill storehouses—that immense plant is J. Ogden Armour. It has become as much a part of him as his memory and he would no sooner part with it than he would part with his memory. It being his self, Armour loves his work, really loves it, idealizes it, accredits to it a beneficient motivation that is beyond mere dollars. Were you worth millions would you care about amassing more? What could you do with more? No more often than not the Captains of our Industry become wealthier in spite of themselves. It is the joy of work that infatuates them, the thrill of power which comes from work done well on a vast scale. The zest of amassing wealth early stales; but the zest of carrying on big work never stales, if the man loves that which he is creating.

Love Their Work

You and I, we think, would have grabbed at that $130,000,000 which was offered Armour and been content to call it a life's job done. Possibly. And we would have travelled until travel bored us; we would have owned stables of motors and horses, yachts, gorgeous town and country places; we would have indulged our hobbies, be they helping the poor or backing musical comedies, and in a few years what then? Life would have become quite empty, what Emerson calls a "sucked orange." From time to time meeting the Captains of our Industry and trying to bore down through the crust with which business has overlaid them, seeking the real man beneath, I have found that they do not love their wealth so much as they love their work and that it is not for greed of dollars that they are adamant in their dealings with government and with labor, rather they cling to their seats in the high places for the joy of creation which comes from being there.

The Greatest Thing

One sizzling July day when Chicago was stifling, not a breath of cooling air coming off Lake Michigan, Armour sat in his office at the packing plant and said: "Do you think I would work here nine hours a day and carry the burden of this business the other fifteen for the sake of a few more dollars? No. I do it because I have to do it—because my job is the biggest thing I know."

And the ideal? Armour sincerely finds joy in his work because he believes he is helping to feed the world. He believes he is able to feed the world only because he has built up an extremely efficient organization. He regards this organization—not consciously perhaps—as a monument to himself and, for one to attempt to modify it be the change coming from the heads of labor or the hands of government, is to him little short of vandalism. An exaggeration? No, it merely tends to show how seriously our Captains of Industry regard themselves and their achievements.

How Armour Develops Men

Armour has extended this worship of his big packing plant to those who work for him and he has done so by carrying into practice the Armour theory—"Big men are only little men, given a fair chance to grow." When the nation was facing a serious situation because of a threatened railroad strike which would have paralyzed the transportation of food to all parts of the United States, directly menacing the Armour work which he believes to help feed the world, Armour simply sent a brief telegraphic message to men in his four hundred branch houses throughout the country. It read: "In the event of a strike we expect every man to use his own judgment." Just that, nothing more. No elaborate list of instructions what to do and how to do it, rather a simple message leaving things to the man's initiative. All of which indicates faith in the way he had trained his employees, faith in his selection of men and faith in the loyalty he had inspired in them.

Gives Them a Chance

Armour has always believed in letting his men grow and develop. His policy is to give them free rope. If they are too small for their jobs they will get tangled up in the rope and fall. If they are too big for their jobs they will fashion the rope into a ladder and climb higher. And many, of course, do, for all any man with brains and smooth inhibition needs is opportunity. Armour trusts his men and lets them think for themselves. Each and every one in the executive departments of his plants knows his dictum, "Come to me with a decision, not for one."

Like so many of our Captains of Industry, Armour has that Jovian paternalism, quite well developed, which takes secret joy in discerning among the lowly of his employees one whom he judges will make good. He is never so happy as when he sees the office boy of yesterday on whom he had his eye develop into the department head of tomorrow. Which, by the way, is one of the pleasant things of industrial power—one is able to fulfill one's judgment—"I knew he would make good!" Armour is quick to give the right youth the chance to make good. There is no charity in this; it springs from the same motive which ever wants to see a larger gross business done—a gratification to be derived from one's work, a gratification of self.

Likes College Men

Armour is decidedly friendly to college men and is disposed to give them every chance in his employ. This is especially true of those men who come to him with technical and manual training schooling; for he takes a deep interest in the Armour Institute of Technology, founded by his father, and in the crop of men it produces. Armour did not finish college himself. After preparing at Harvard School in Chicago, in 1881 he entered Yale. He had only completed two years of study at New Haven when his father, P. D. Armour, wrote and asked him to sacrifice the remainder of his course so that he might return to Chicago and learn meat-packing. And young Armour did. Also, he left the luxurious college life he had been living at Yale for a salary in his father's plant of eight dollars a week.

His Father's View

"A man who never licked stamps as a clerk," his father told him, "is not fit to write letters as an executive," and with that young Armour was sent to the very bottom in the packing-plant. Here he kept his eyes and his ears open; he saw about him many men who needed only the opportunity. That is why to-day the responsible positions in his company are held by men who were once clerks and office-boys. It was in those early formative years that Armour took unto himself his creed that big men are only little men given the chance.

Helping to Feed the World

When his father died in 1901 Armour inherited the business; then its turnover was $180,000,000 a year; last year it was $861,000,000 and Armour insists with satisfaction that its profit per dollar of sales is surprisingly low. His father in his lifetime

was one of those American industrial entrepreneurs who worked wonders, for in those days the business of fresh meat was undeveloped. He it was who visualized the packing industry, who, foreseeing its great possibilities, could not longer resist keeping his son away from it and so called J. Ogden Armour away from the study of books to the study of meat. Strikingly like his father in many ways, Armour on his father's death picked up the reins and drove the industry to extents which his father had dreamed. Among other things he developed the enormous international business of the company, carved out for himself the job which he now characterizes as "helping to feed the world."

Morale in Plant

This conception of the magnitude of the Armour work he has successfully conveyed to the minds of his subordinates. The result is that there is what our Army calls morale in the Armour plant. One certain test of the morale of any business is—Do its employees voluntarily work overtime? Noon is quitting time in the Armour plant on Saturdays, but time and again I have seen there, hours after noon, scores of workers at their desks—although there was nothing to have prevented them from being at home or out of doors—nothing but a feeling that theirs was the biggest job, "helping to feed the world."

Like his father, Armour has the faculty of inspiring loyalty and devotion among his men, not only from directors and managers, but from all his associates and workmen. He has the gift of command. He never asks the impossible and when he wants a thing done he does not tell the person how to do it. All of which inspires self-confidence and initiative among his men. He has found the secret of command, which is to trust underlings to execute details of work unhampered, for which trust the average man is deeply grateful, and, because of which, his loyalty rises. Often you hear his employees say, "I am an Armour man"—which takes its inspiration in a personal loyalty to Armour and in a pride in the thought that theirs is the biggest job they know of, "helping to feed the world."

Democracy in Business

Armour has found the value of a democratic administration of his vast business. The new employee is quickly made to feel that he is a member of the huge Armour family which is feeding the world. An immediate spirit of friendliness is shown the newcomer; Armour will not brook the curse of so many corporation offices—"office politics"—which is thought spent upon how to intrigue away the other fellow's job, instead of giving unstinting thought to your own job. No, the newcomer is not given the cold shoulder; rather he is personally introduced to everyone in his department from the manager down to the office boy. Quickly it is told to him the various things that Armour has done to make him content and comfortable. He goes to the gymnasium upon which Armour spent $75,000 to give his employees health. When he learns that each employee is given every week two hours of the company's time so that he can spend it in the gymnasium, he sees another advantage in becoming a member of the "big family." He finds with delight that once an Armour man his health is taken care of—free medical attention for him if he is ill.

The Pension System

The newcomer is gratified by the pension system in vogue, one of Armour's pet projects. All he has to do is to contribute every year three per cent. of his wage to the fund, and because of this, at the age of fifty-seven, provided he has worked for the company at least twenty years, he may retire and draw, for the rest of his life, a percentage of his salary at retirement equal to double his years of service. In other words, were a man who had worked forty years to retire he would receive every year thereafter eighty per cent. of the salary he was receiving at retirement. In the pension system every contingency is covered. physical disability, and allowances for widows and children of the dead. Also, Armour provided a "Service Roll" system for his day laborers which provides for them a pension without their making annual payments. It is because of those things: opening the door of opportunity to "little men"; creating in them pride in Armour work, **their** work, looking after their health, happiness in their job, financially safe, guarding their future—these things have made Armour and his men love their industry.

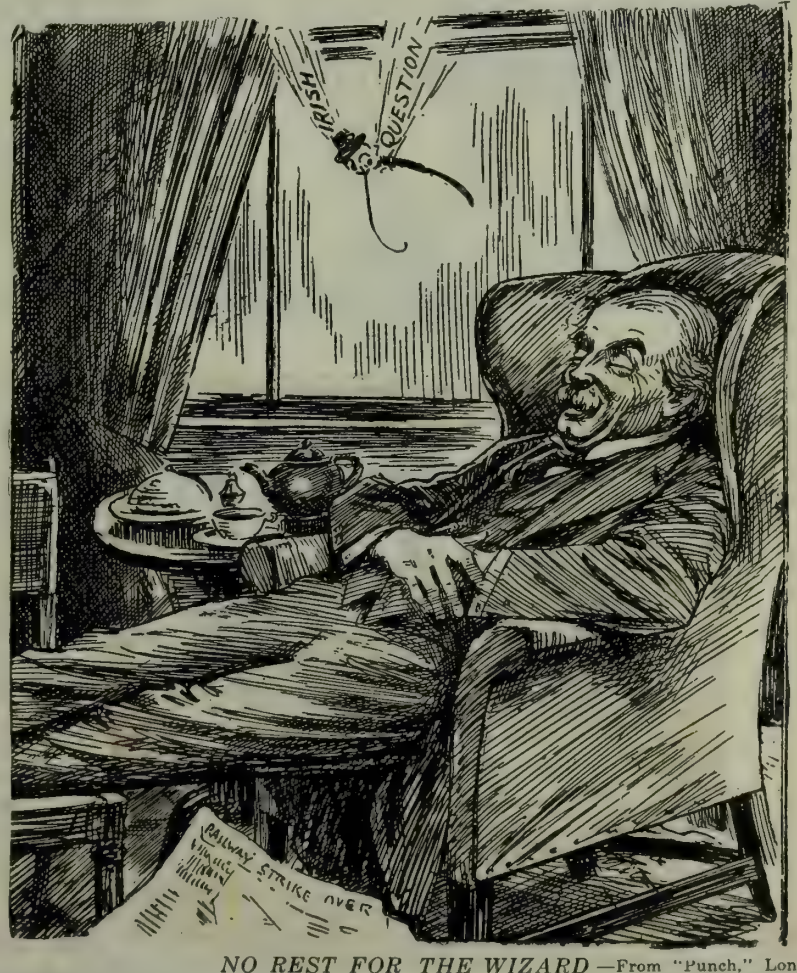
Is Quite Modest.

And what is the other side of Armour? What kind of a man is he away from his business? We picture him sitting among his great stockyards and packing houses as "all business." Does he ever get away from it? While he is not averse to having his views upon national subjects being made known he shuns personal publicity. He is really quite modest, plain in his ways and unassuming on things which do not concern packing. He is not one of those who because he has made a tremendous success of one business believes he knows the cure-all of all business. Society does not attract him any more than it attracts most of our Captains of Industry, men whose brains cannot find interest in superficialities. His chief interests are his business, his family, his "men," as he calls all who work for him, travel and motoring. Golf and other active sports rather bore him; he spends a great deal of time reading, writing and planning—always thinking of that business which he could sell for $130,000,000, but which is so much a part of him that were he to sell he would be selling himself. In the daily business life Armour is democratic and easy to approach. His nature is companionable.

Pipe Mills Decline Premiums For Goods

Pittsburgh.—Severe weather has delayed oil field operations and quieted for the moment some of the frantic pipe seekers, though demand is enormous and pipe mills are generally sold far into the second half of the new year, if volume is based on present producing activity. The chief interest in the oil fields for the moment has been tubing and casing and drive pipe, which are extremely scarce and are essential for the new operations developing everywhere. Notably is this the case in the newly-opened McKeesport fields near Pittsburgh, where scores of oil and gas wells are being drilled in continually. To obtain casing for these operations round premium offers have been made, and in spite of these, many inquiries have gone unattended and unsatisfied

In current business both lap and butt-weld pipe are confined to jobbers' and warehouse stocks and at higher prices than the usual discount lists. The advances range from $5 to $15 a ton on pipe, especially high, being the smaller sizes, which are generally oversold. Wrought iron pipe makers are sold through the first quarter, and few are able to consider new business or name prices further ahead than that period.



NO REST FOR THE WIZARD—From "Punch," London.

The prime minister (weary with the strain of the strike): Now for forty winks!

The mosquito: Ping!

SHER-WILL-LAC

FOR FLOORS
Sell SHER-WILL-LAC

FOR FURNITURE
Sell SHER-WILL-LAC

FOR WOODWORK
Sell SHER-WILL-LAC

FOR *ALL* INSIDE
Sell SHER-WILL-LAC

Widely Advertised
Easily Sold.

Made In 13 Different Shades

CHERRY, ROSEWOOD, LIGHT OAK, DARK OAK, LIGHT MAHOGANY, DARK MAHOGANY, GOLDEN OAK, GREEN, WALNUT, GROUND, EBONY, DULL BLACK, NATURAL,

ALSO SHER-WILL-LAC GRAINING PREPARATION—LIGHT, MEDIUM AND DARK.

SHER-WILL-LAC IS PUT UP IN ¼ PINTS, ½ PINTS, PINTS, QUARTS, ½ GALLONS AND GALLONS. ALL FULL IMPERIAL MEASURE.

This Trade Mark Stands Behind SHER-WILL-LAC

¶ You know what the "Cover the Earth" Trade Mark means for S.W.P., for Family Paint, or for S-W Varnishes.

¶ It means exactly the same for Sher-Will-Lac.

¶ It means Quality Advertising and Profit-producing Sales for you.

¶ Sher-Will-Lac makes the Sherwin-Williams Agency a complete, all-round merchandising proposition for every Hardware and Paint Dealer.

¶ The Sher-Will-Lac Special Selling Plans will mean a largely increased turnover in your Paint and Varnish Department and a worth-while extra profit to you every year.

¶ We want you to benefit through the Sher-Will-Lac Selling Campaign. It is going big. Write us or ask our representatives for full particulars.

ive the surface and you save all" Paint & Varnish

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

Paint, Varnish and Color Makers, Linseed Oil Crushers
Factories:—Montreal, Toronto, Winnipeg, London, Eng.
Offices and Warehouses: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

BICYCLE LAMP

Canada Cycle & Motor Co., Ltd., Weston, Ont., are marketing a new English type acetylene bicycle lamp, which they claim will compare favorably with any similar lamp on the market and is a particularly safe and easy lamp to

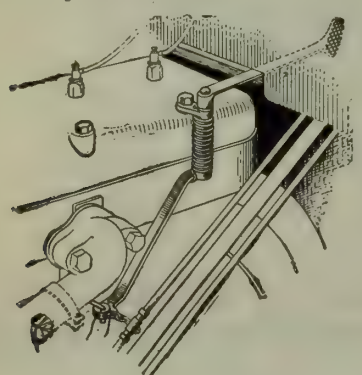
Bicycle Lamp

operate. The height is six inches, and weighs about 1½ pounds; it is finished in polished nickel-plate. The makers state that they can furnish this with either bracket as illustrated, or with English spring type bracket if preferred.

FOOT ACCELERATOR

Adamson foot accelerator, which is manufactured by Adamson Manufacturing Co., Hamilton, Ont., is specially designed for use on Ford cars. The manufacturers claim that this new device can easily be attached in a few minutes by Ford owners, and that it is only necessary to remove one of the cylinder head screws, to clamp the accelerator in position, a wrench being the only tool required.

Another feature claimed for this accelerator is that, owing to the simple construction, no fitting or altering is necessary, thus making it an easy matter for almost any one to instal.



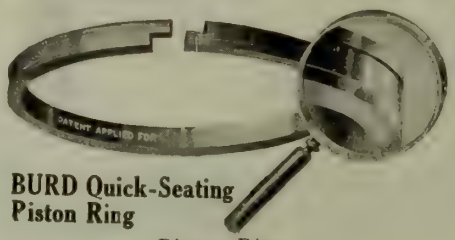
Accelerator

It is stated that this attachment cannot rattle, and consists of only one moving part supported by a spring tension bearing as shown, and is a practical device, giving the operator complete control of the throttle with the foot. It is operated entirely independent of the hand throttle, similar to that regularly used on all other cars, and is of equal convenience to the Ford driver.

COMPRESSION RING

Burd High Compression Ring Co., Rockford, Ill., through their agents, Burd Ring Sales Co. of Canada, 322 McIntyre Block, Winnipeg, Man., are marketing what they term a quick-seating piston ring, which they claim has the following advantages:

Of the step-joint type, the outer surface, which comes in contact with the cylinder wall, having raised edges which wear down quickly, seating with a glass-like surface in harmony with the cylinder wall, in about 45 minutes. A channel,



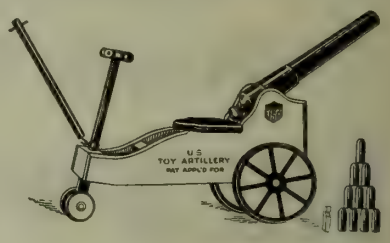
Piston Ring

.002 of an inch in depth, is in the centre of the face and carries an oil film that prevents cylinder wear during the seating process.

In automobile cylinders that have been run for some length of time, the inside cylinder walls attain a hard, glass-like surface. The piston rings attain a similar surface, which is desirable and necessary for obtaining maximum efficiency, it is claimed. A piston ring that does not obtain such a surface is said to cause a considerable loss of power, wastage of gasoline and lubricating oil. They are made in all sizes and oversizes for practically every make and model of motor.

TOY ARTILLERY

G. W. Stock, 1326 Sycamore St., Cincinnati, are marketing a toy called the U. S. toy artillery. This toy, they state, shoots cartridges 1½ inches long as far as 30 feet, and has a seat that swings to one side, giving ample room to operate the plunger. The plunger is made of hardwood rod and piano wire spring. It is claimed the toy is a safe one as the cartridges are light and describe a semi-circle when fired. The barrel of the cannon is adjustable to any angle. The whole toy is made of wood. Red body, red hardwood wheels, black cannon seat,



Toy Cannon

rear wheels 5½ inches stencilled, extreme length 36 inches. Height of seat 9 inches, weight 8 pounds net, and is shipped with steering rod detached. Ten cartridges of various colors and signal whistle are packed with each outfit.

Hanging Lamps

W. E. Lord Company, Limited, Red Deer, Alta.—Kindly inform us where we can purchase coal oil hanging lamps.

These may be procured from the following: Schultz Mfg. Company, Hamilton, Ont.; Ontario Lantern & Lamp Company, Limited, Hamilton, Ont.; National Stamping & Electrical Works, Chicago, Ill.; Rochester Lamp Company, 120 Church St., Toronto.—Editor.

Alladdin Lamps

Cronk & Buchanan Hardware Company, Guelph, Ont.—Kindly advise us where we can procure Aladdin lamps.

These may be procured from the Mantle Lamp Company of America, Inc., 246 Craig St. W., Montreal.—Editor.

Twinplex Stroppers

Sumner Company, Moncton, N.B.—Can you inform us who are the Canadian agents for Twinplex Razor Stroppers?

These are marketed by the Twinplex Sales Co. of Canada, Montreal, Que.—Editor.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

PERSISTENT advances in prices continue to dominate the present hardware markets and many important hardware commodities have advanced. The most important lines affected are: Gasoline, up 2 cents per gallon and nearly all other by-products of crude oil, which has recently shown such marked advances. Iron and steel bars, sheets and plates, solder, horseshoe nails, cross-cut and buck saws, firearms, beaver board, fibrewares, brooms, hockey pucks, silver-plated ware, tin, copper, lead and spelter are all on the list of advances.

Paint markets are firm. A famine in glass is reported. Shellac prices are up and may again advance. Putty is also higher.

This season of the year is usually a breathing period in the race for business, the quiet spell being used for housecleaning, stock-taking and rearranging campaigns, etc. This unseasonable activity, then, is very significant of the general market conditions, which, it is stated, will prevail during the present year.

MONTREAL MARKETS

MONTREAL, Jan. 8—Rubber goods are advanced, on general lines, 15 per cent. this week, the increase dating, in fact, from January 3rd. Rope markets have suddenly firmed with a prospect of prices advancing for sisals and manilas, the primary markets for hemp being two to three cents a pound higher. Stoves and wares are firm and unchanged. Coal oil has advanced three cents per gallon and gasoline two cents. Fuel oil is also marked up, the present price being $12.20 per barrel. Iron and steel and wire nails are all firm. Black sheets are marked up 50c per 100 pounds and galvanized 75c. Pig lead has had one or two stiff advances since last report and the price basis is now three-quarters to one cent higher. Pig tin is up six cents. Many other changes are pending, but most of the jobbers have been engaged in conferences, stock-taking or rearranging and have not made the usual changes in some cases. Markets are strong in every particular and business, while quiet, is seasonably active.

Rubber Goods Are Advanced 15 Per Cent.

Montreal.

RUBBER GOODS.—A general advance of 15 per cent. is applicable to general rubber goods, as from January 3. This will include many varied specialties.

Will Be Big Sales For Nails and Wire

Montreal.

NAILS AND WIRE.—Prices are steadily firm for wire nails, and the base for standard is held at $5.25, while cut nails are $5.35. There will be a heavy demand for these in the near future, as building operations are expected to be active at an early date, and especially if weather conditions are available. There is a fairly heavy outturn now.

Wire products are seasonably active, the base price for smooth steel, 0-9 being $5.25.

Rope May Advance; Markets Very Firm

Montreal.

ROPE, CORDAGE.—An advance at primary points for hemp of 2 to 3c per lb. suggests a firming of the market here, and manufacturers state that there is probability of prices being marked higher. All tendencies are decidedly firm, and the market may soon rule higher. Present base prices are: Pure manila, per lb., 31c; British and Beaver manila, 26c; and sisal, 22½c per lb.

Stoves Very Firm; Wares Firm; Quiet

Montreal.

STOVES, WARES.—Prices for stoves and ranges are still unchanged, but the tendencies are strongly of a firming nature. Trade has quieted down considerably, but any change made would be in the nature of an advance.

Various wares are ruling steadily firm, but for these there is a decreased demand, in keeping with the season.

All Oils Advanced; Gasoline Higher, Too

Montreal.

OILS, GASOLINE. — Prices are marked up three cents per gallon on coal oil, making the range now 25-28c per gallon. An increase is also effective for gasoline, motor grade selling up two cents at 35c per Imperial gallon. Other grades are advanced similarly in price. HARDWARE AND METAL has referred very definitely to the strength of these two lines, and suggested advances would be made soon.

Fuel oil prices have been tending upward, with several increases actually made of late, and the present price in wood barrels, in ordinary lots, is given as $12.20 per barrel. This, HARDWARE AND METAL is informed, is likely to be a peak price for the present. Crude oil prices have been responsible for the high markets that have been ruling.

Iron and Steel Are Ruling Firm

Montreal.

IRON AND STEEL.—No actual changes are reported, but there is a decidedly firm tendency to this market. Preparations are being made for great future business, and it is stated that forward bookings are much heavier than is usual at this time of year.

IRON AND STEEL

Iron finish machinery steel	4 20
Norway iron	12 00
Single reeled machinery steel	5 25
Spring steel	5 00
Sleigh shoe steel	4 15
Tire steel	4 35
Toe calk steel, per 100 lbs.	5 05

Band steel	4 65
Harrow tooth steel	4 30
Mining tool steel, per lb.	0 22
Black Diamond tool steel, per lb.	0 22
Black Diamond cast steel, per lb.	0 22
Common bar iron, per 100 lbs.	4 00
Refined iron, per 100 lbs.	5 00
Mild steel	4 15

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Sheets Prices Still Higher

Montreal.

SHEETS.—Prices have again been advanced on black sheets and on galvanized. Blacks ranging from 16 gauge to 28 are all marked 50 cents higher, and U. S. galvanized sheets all advanced 75 cents. Trade is very good for time of year, and dealers look forward with confidence to a larger business later on.

BLACK—

10 gauge	....	6 50
12 gauge	5 95	6 25
14 gauge	6 00	6 30
16 gauge	....	6 60
18-20 gauge	....	7 05
22-24 gauge	....	7 10
20 gauge	....	7 20
28 gauge	....	7 50

GALVANIZED SHEETS—

U.S. Standard—

10¾ gauge	....	9 75
28 gauge	....	9 60
26 gauge	....	9 50
22 and 24 gauge	....	9 15
20 gauge	....	9 00
18 gauge	....	9 00
16 gauge	....	8 75
English Standard—		
28 gauge	....	10 50
26 gauge	....	10 25
24 gauge	....	9 65
22 gauge	....	9 30
18 and 20 gauge	....	9 10

NOTE—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Old Metals Are Fairly Active

Montreal.

OLD MATERIAL.—Manufacturers of iron products are inclined to buy more freely, and the tendencies on heavy steel and cast scrap are still firm, considerable of this scrap selling. Otherwise there has been little movement of various other materials and the usual seasonable demand obtains.

Dealers' Buying Prices—

Old rubbers, boots and shoes	0 07	0 08
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03½
Automobile tires	0 03¾	0 04
Yellow brass	0 10	0 11
Red brass	0 15	0 16
Light brass	0 07½	0 08½
Scrap zinc	0 05½	0 06
Light copper	13 75	14 00
Heavy copper	0 17	0 18
Wrought iron, No. 1, per gr. ton	....	16 50
Malleable scrap (ton)	....	25 00
Pipe scrap, ton	....	10 00
Stove plate, ton	21 00	22 00
Heavy melting steel	15 00	16 00
No. 2 busheling	7 00	8 00
Boiler plate	....	15 00
Machinery, cast (ton)	24 00	25 00

Stiff Advances May Come on Lead Products

Montreal.

LEAD PRODUCTS.—Increases have been thought, in some quarters, to have reached their peak on pig lead, but a stiff advance of nearly three-quarters of a cent on Wednesday of this week exploded this theory. As a consequence, and with lead likely to continue high, because of the excessive demands from all users, the market on sheet lead, lead wool, lead pipe, and solders is very firm. Increased prices, consequently, may be anticipated in the early future and probably before the week-end.

Lead pipe	....	0 13½
Lead waste	....	0 14½
8 in. and over	....	0 15½
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends	....	5%
Lead wool, lb.	....	0 15
Lead sheets, 2½ lbs.	....	0 12½
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	....	0 12¼
Lead sheets, 4 to 8 lbs., sq. ft.	....	0 11½
Cut sheets ¼c lb extra and cut sheets to size, ¾c lb. extra.		
Solder, guaranteed, lb.	....	0 40
Solder, strictly, lb.	....	0 38
Strictly, commercial, lb.	....	0 35½
Solder, wiping, lb.	....	0 32½
Solder wire (8 gauge)—		
40-60	....	0 37
45-55	....	0 31½
50-50	....	0 42¼
Zinc sheets, casks	....	0 16½
Do., broken lots	....	0 17

Tin is Advanced 6c; Metals Very Firm

Montreal.

INGOT METALS.—Tin has advanced to 6c and other materials are selling at prices a little in advance to those of last week. The market is very firm and it is stated that prices will be higher. While no alteration has been made in copper, which remains steady at 24½ cents per pound, an early advance is probable.

COPPER.—Copper sells steadily at 24c, but an advance is to be expected.

TIN.—Tin is very strong and has advanced to 72c. London cables are higher, almost daily.

ANTIMONY.—Antimony has also advanced. The Chinese variety is selling at 11½ cents, and English at 12c.

LEAD.—The prevailing price for lead is now 10¼ to 10½c, an advance of ¾ to 1c over last week's selling price.

ALUMINUM.—Aluminum prices are tending upward. A 34c per pound selling basis marks an advance of 1 cent.

SPELTER.—Spelter is advanced to 12¼. Supplies in all these metals are stated to be fairly good, and the market is very firm.

TORONTO MARKETS

TORONTO, Jan. 8—Persistent advances continue to be the order on the local market and important changes are again reported this week. Among these advances some of the well-known lines are noted as follows: Gasoline has jumped 2 cents per gallon. Nearly all by-products of crude oil, such as coal oil, benzine, steam and gasoline engine lubricating oils, also fuel oil, are higher, owing to the substantial advance in crude oils.

Horseshoe nails, solder, iron and steel bars, cross-cut and buck saws, Winchester arms, beaver board, fibrewares, Oneida Community flatware, brooms, are all higher.

Tin has advanced 3 cents per pound; copper ½ cent; lead 1 cent and spelter ¾ cent per pound. White lead is up $1.00 per 100 pounds; putty 50 cents per 100 pounds; white turpentine has advanced 10 cents per gallon. Linseed oil shows a decline of 10 cents per gallon.

Usually this season of the year is a breathing period in the race for business, the quiet speel being used for house-cleaning, stock-taking and rearranging campaigns, etc. This unseasonable activity then is very significant of the general market conditions which it is stated will prevail during the present year.

Lubricating Oil Has Advanced 2 to 10c Per Gal.

Toronto.

LUBRICATING OIL.—A general advance of from 2 to 10 cents per gallon throughout the oil list is noted. This is attributed to the recent advances in fuel oil. For new prices refer to current quotation pages.

Hockey Pucks Advance; Number 30 Now $3 Dozen

Toronto.

HOCKEY PUCKS have advanced and are quoted at: Boys', $1.20 per doz.; No. 20, $2.25 per doz.; No. 30, $3 per doz.

Cross Cut and Buck Saws Have Been Advanced

Toronto.

CROSS-CUT AND BUCK SAWS have advanced. As predicted by HARDWARE AND METAL for some time many goods whose basic material is iron and steel are showing strong tendencies towards higher prices. This applies to saws of many kinds. Buck saws are quoted at higher prices as follows: Sampson, $18.50 per doz.; Happy Medium, $16.70; Happy Medium, lance tooth, $14.85; Prince Rupert, $18.50; crosscut saws are quoted at: 5 ft., $5.30; 5½ ft., $6; 6 ft., $6.90.

Winchester Arms Advance 15 *to* 20%

Toronto.

WINCHESTER ARMS.—An advance has been proclaimed in Winchester arms. This is in harmony with advances in nearly every line whose basic material is iron or steel. The new advance will approximate from 15 to 20 per cent.

Beaver Board Advanced; Now Quoted $38.50 *Per M*

Toronto.

BEAVER BOARD has advanced and is selling at new prices. One of the factors bearing on the situation is that raw material is very hard to procure; labor also is a problem, it is stated. The new price is quoted at $38.50 per M.

Fibre Wash Tubs, Pails, Buckets Advance 5 *to* 15%

Toronto.

FIBREWARE.—An advance has taken place in fibre wash tubs, pails, buckets, etc., and new prices are being quoted. The advance is varied but will approximate 5 to 15 per cent.

Par, Reliance, Community Plate All Up 10 *to* 25%

Toronto.

SILVER FLATWARE.—The lines of this commodity manufactured by the Oneida Community Ltd., have advanced and Par. Reliance and Community plate are all quoted at new higher prices ranging from 10 to 25 per cent. over the former quotations.

Yankee Screwdrivers Advance About 15%

Toronto.

YANKEE BRAND TOOLS have advanced as reported in last week's issue of HARDWARE AND METAL. Below are some of the best sellers and are now quoted at: Screwdrivers, No. 20 x 1 in., $21.60 per doz; 2 in., $28.60; No. 12, $12; spiral ratchet screwdrivers, No. 30, $38.50; No. 31, $51.70; No. 35, $28.60; No. 130, $44; No. 131, $59.40.

Screwdrivers:

	No.11 Per doz	No. 15 Per doz.
2 in.	$8.40	—
3 in.	10.30	$9.60
4 in.	11.00	10.00
5 in.	12.10	10.40
6 in.	13.60	—
8 in.	15.40	—

Brooms Have Advanced Approximately 50c *Doz.*

Toronto.

BROOMS.—As predicted in HARDWARE AND METAL, brooms have again advanced. This year's crop was a failure from an economical standpoint, as the corn grew too long in length, and when made up into brooms the extra length had to be cut off, and as there is no other purpose that this extra length can be used for this is considerable waste. This reflects in the price as corn is bought by manufacturers in the field by the ton. The high cost of labor is another factor in the advancing cost of production. The new advance approximates 50 cents per dozen.

Gasoline and Coal Oil Advanced 2 *and* 3c *Gal.*

Toronto.

GASOLINE AND COAL OIL have advanced. This is attributed to the heavy advance in crude oil. It is stated that crude oil has advanced from 50 cents to $1 per barrel, and that by the time this passes through the many operations necessary for refining, and nearly all these operations are at a higher cost, that this advance becomes compounded and is bound to raise the price of the refined product. The present quotations are: Coal oil, Royalite, 24½ cents per gal.; Palacine, 27½ cents; gasoline, 34½ cents.

Some Capewell Horse Shoe Nails Up 100 *Lis*

Toronto.

CAPEWELL HORSE SHOE NAILS.—A new list on this commodity has been issued, effective from January 1, 1920. The discount remains unchanged. This advance is in order with many other advanced prices on products whose basic metal is iron or steel. The recent steel strike and previous other strikes, also the coal strike, all have had serious effects on the world's markets, and it is generally believed that many changes will take place before production has begun to settle back to the old pre-war stride. The new list is as follows: No. 2, $3.04: No. 3. $1.54; No. 4, 54c; No. 4½, 49c; No. 5, 24c; No. 6, 23c; No. 7, 22c; No. 8, 21c; Nos. 9 to 12, 20c.

Stove Prices Are Advanced 15 *Per Cent.*

As HARDWARE AND METAL goes to press it is learned that an advance in stove prices has taken place. It is stated this is directly due to the recent advance allowed the molders. Another factor is said to be the high rate of exchange. The scarcity of raw material as well as the iron and steel disruptions, coupled with the coal strike during the past year have also materially affected prices. While the new quotataions have not as yet been officially anounced, it is believed they will approximate 15 per cent. advance over the present quotations.

Rope of the Better Grades May Advance

Toronto.

ROPE.—Higher prices may be proclaimed on rope, it is stated. The spread between the cheaper and higher grades at the present is great; this leaves an opening for some imported ropes to be put on the Canadian market which is judged on different standards to that of Canadian manufacture. This, however, has not had the effect to lower the price as might be expected. The exchange is a factor for higher prices, but the main factor is the scarcity of raw material. While an advance has not yet taken place developments may occur at any time, it is stated.

Solder Has Advanced; Other Products Firm

Toronto.

LEAD AND ZINC PRODUCTS.—An advance has been made in solder. This is no doubt due to the increased cost of the basic metals which have been showing great strength of late. Other products are holding at firm prices and new higher prices would not surprise some of the best-informed, who claim that the advancing cost of basic metals is bound to reflect in the finished products. The following are the present quotations:

Lead pipe, list, per lb.	....	0 13½
Lead waste pipe, list, per lb.	....	0 14½
Do., over 8 inches, list, per lb.	....	0 15½
Above subject to discount of 10%.		
Lead traps and bends	....	5%
Lead wool, lb.	....	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	....	0 10½
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, guaranteed, lb.	0 35½	0 42
Solder, strictly, lb.	0 34¼	0 40
Solder, commercial, lb.	0 32½	0 37
Solder, wiping, lb.	0 31	0 36¾
Solder, wire, lb.	....	0 44¼
Zinc sheets, per lb.	0 17	0 19

Iron and Steel Bars Advance 50c *Per* 100 *Lbs.*

Toronto.

IRON AND STEEL BARS.—An advance of 50 cents per 100 pounds has taken effect. This has been coming for some time. It is stated that prices locally should have been advanced some time ago as there has been numerous advances at the mills, which were not recorded locally. The iron and steel situation continues to be in a serious condition, and it is believed that even those in control of the mills are unable to predict six months ahead. However, all are looking ahead to one of the greatest years of expansion, and the belief is that mills will come through with better production this year than that of the previous, as the labor unrest is settling down and all are trying to co-operate for increased production, it is stated. The following are the new quotations:

Common bar steel	....	4 75
Common bar iron	....	4 75
Angle base	....	5 00
Horseshoe iron	....	5 25
Tire steel	....	5 20
Mild steel	....	5 00
Norway iron	....	15 50
Toe caulk iron	....	5 95
Sleigh shoe steel	....	5 00
Band steel	....	5 00
Spring steel	....	12 00
Mining drill steel	....	30 50
Sheet cast steel	....	0 95

Sheets and Plates Firm; Scarcity Pronounced

Toronto.

SHEETS AND PLATES.—The scarcity of this commodity continues to be very pronounced. Jobbers state there never was such a shortage to the best of their recollections, although some claim to have fair quantities of black sheets. It is very hard to predict just what will happen in the sheet situation. The year 1919 was characterized commercially and industrially by the ailments that were

bound to follow in the wake of the world-wide cataclysm of the preceding years. From these, after all, trivial ills, we have come forth stronger and stouter, perhaps a bit more prudent, but also none the less cheerful.

.The controversies with labor have taught us as much as they have those who were so deluded as to resort to the extreme of strikes, that true industrial peace is predicated upon cordial co-operation between employer and employee, whose welfare is, after all, indissolubly linked.

Owing to the scarcity and unsettled conditions of the markets locally it is almost impossible to quote accurate prices, as nearly all who have stocks have procured them under unusual conditions, and sheets, galvanized, 10 oz., for instance, are quoted anywhere from $9.25 to $10.50 per 100 pounds.

The following are the prices:

BLACK SHEETS—		
14 gauge	6 30	6 50
16 gauge	6 65	6 95
18-20 gauge	6 30	6 85
22-24 gauge	7 25	6 90
26 gauge	7 35	6 95
28 gauge	7 50	7 05
3-16 inch plate	5 95	5 55
¼-inch boiler plate	5 45	6 10

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—	Premier		Apollo	
10¾ oz.	$9 20	$9 80	$9 25	$10.45
U.S. 28	8 60	10 20	8 85	9 75
U.S. 26	8 20	8 80	8 55	9 40
22 and 24	8 00	8 20	8 40	8 20
18 and 20	7 80	8 00	8 25	9 00
16	7 55	7 80	8 10	8 80
12 and 14	7 35	7 55	7 95	8 55

An extra is now charged on galvanized sheets. 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Corrugated Sheets Scarce; May Soon Be Advanced

Toronto.

CORRUGATED SHEETS. It is stated that corrugated sheets are practically off the market, and jobbers state they have not raised their prices owing to not having anything of any account to sell. No immediate relief is looked for, and any quantities that have trickled through have been so small that the situation generally was not affected. The following are the quotations current for any jobbers that have stock to sell:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Corrugated Box Fasts Have Been Advanced

Toronto.

BOX FASTENERS, corrugated and plain have advanced. The new quotation is: Plain edge, discount 45 per cent; saw edge, 25 per cent.

Boiler Tubes Firm; New Price Holds Steady

Toronto.

BOILER TUBES are holding firm at the new prices. No change in price is immediately expected, although this price is firm and other commodities whose basic metal is iron or steel are generally showing higher prices. While the boiler tube situation is not so serious as the wrought pipe, there is a noticeable scarcity. Jobbers, however, state that tubes are coming in from the States in normal quantities and no business is being turned down. The prices are quoting as follows:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	29 50	.....
1½ inch	31 50	.....
1¾ inch	32 00	$28 00
2 inch	31 00	27 00
2¼ inch	35 00	29 00
2½ inch	43 00	33 50
3 inch	50 00	42 00
3¼ inch	.....	49 50
3½ inch	63 00	46 50
4 inch	80 00	59 00

Scrap Iron and Materials Firm; Prices Unchanged

Toronto

SCRAP AND WASTE MATERIALS. —The local scrap iron market has not as yet emerged from its quiet stage. Consuming demand has held aloof as far as large purchasing goes, both because of the holidays and because there is still considerable improvement to be made as regards fuel before manufacturers feel free in stocking up further on scrap. Heavy melting steel has been quiet, but prices have been strong. While few dealers have been willing to offer more than $15, offerings have been generally withheld at this level. However, developments may occur at any time as the whole list as shown below is being held at firm prices, which are as follows:

"You say, young man, that socks, shirts, underwear, handkerchiefs, and everythin' made of cotton hez riz? Whad d'ya s'pose is makin' cotton so scarce?"

"Epidemic of earache among the elephants at the circus!"

—Rehse in "Louisville Times."

DEALERS' BUYING PRICES	
Pipe scrap	11 00
Stove plate, per ton	18 50
No. 2 busheling	13 00
Yellow brass	0 10
Red brass	0 15¾
Light brass	0 07
Scrap zinc	0 06½
Heavy copper	0 17
No. 1 machinery cast	24 00
Heavy melting steel	15 00
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas, lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 03
Tea lead	0 04
Heavy lead pipe	0 05¾

Tin Up 3c, Copper ½c, Lead 1c; Spelter Higher

Toronto.

INGOT METALS.—Great demands for nearly all the list of ingots shown herewith have had the effect of boosting the market to higher levels through almost the entire list. It is stated that there is now every reason to believe that the copper situation has changed definitely for the better. Foreign consumers are buying quite freely notwithstanding the difficult exchange situation, and domestic consumers are making substantial purchases for delivery during the second quarter of this year. Clearly the general industrial outlook is believed to be greatly improved and constructive operations are to be carried forward on a considerable scale irrespective of the prevailing costs.

TIN.—A further advance is again reported in tin this week. This advance is 3 cents per pound and makes the new price 68½ cents per pound.

COPPER is rapidly recovering from any previous weakness and has changed definitely for the better, it is stated. This week records a further advance of ½ cent per pound, the new quotation being 25 cents per pound.

LEAD is again reported at a higher figure, having advanced 1 cent per pound. The new quotation is now 10½ cents per pound.

SPELTER continues to show advances and this week the price is ¾ cent per pound higher, making the new quotation 12 cents per pound.

ANTIMONY shows no change this week, although the price is a firm one with little stocks on hand. The present quotation is 12 cents per pound.

ALUMINUM is still quoted at 34 cents per pound. This is a firm price, it is stated.

ELECTRIC STEEL PLANT

Pittsburgh.—Interests associated closely with the Youngstown Sheet & Tube Company have formed a new corporation at Youngstown, with a capital of $1,500,000, and will at once commence the construction of the largest exclusive electric steel-producing plant in the world. L. J. Campbell, vice-president of the Youngstown Sheet & Tube Company, has resigned to become executive of the new company.

LONDON MARKETS

LONDON, Jan. 8—Many important price changes have taken effect this week. This is significant of the approaching season. Among the many changes are: Wood handles, Le Page's glue, Yankee tools, clay picks, edge and pick mattocks, grub hoes, crow bars, goose neck wrecking bars, staples, asbestos sad irons, XLCR window rubbers, Half and Half solder, corn brooms, food choppers, bung borers, floor hooks, track hanger, hooks, Capewell horseshoe nails and barrel churns.

Business in London and district is seasonably good. Prospects are very bright for big doings in the hardware trade this year.

Most retail stores are stock-taking at present, but are buying freely to fill in the holes caused by good winter and Xmas trade.

Prices are very firm and, as noted above, there is a big budget of changes for this week. Collections are coming in good.

Horseshoe Nails Have Advanced 1c

London, Ont.

CAPEWELL HORSESHOE NAILS have advanced 1c per lb. This is caused by the recent advances in iron and steel due to the previous strikes and disruptions, it is stated. The following is the new list which is subject to a discount of 10 per cent.: No. 3, $1.54 per pound; No. 4, 54 cents; No. 5, 24 cents; No. 6, 23 cents; No. 7, 22 cents; No. 8, 21 cents; Nos. 9, 10, 11, 12, 20 cents. Discount 10 per cent. off list.

Eureka Sprayers Have Advanced; Price Firm

London, Ont.

EUREKA SPRAYERS are quoted at new higher prices which are as follows: No. 112, $6 per dozen; No. 114, $9; No. 115, $10.50; No. 116, $11.

Floor and Track Hanger Hooks Have Advanced

London, Ont.

FLOOR HOOKS AND TRACK HANGER HOOKS are quoted at new prices. This is a reflection from the recent advance made in wire, it is stated. The following are the new prices: Floor hooks, ½ in. x 5 in., 11 cents per pound; ⅝ in. x 6 in., 10½ cents per pound; ¾ in. x 7 inch, 10 cents per pound. Track hanger hooks, ½ in. x 10 in., 95 cents per dozen; ½ in. x 12 in., $1.05 per doz.

Barrel Churns Advance 10%; *Discount* 10% *Off*

London, Ont.

BARREL CHURNS have advanced. This may be on account of the shortage of cut lumber. It is stated it is very hard to get the class of labor required for cutting lumber, and if successful the men require a higher rate of wages, it is stated. This all reflects in the prices of the finished products. The following are the present new net prices: No. 0, $8.10 each; No. 1, $8.10; No. 2, $9; No. 3, $9.90; No. 4, $11.70; No. 5, $14.40.

Gasoline and Coal Oil Advanced 2 to 3c *Gallon*

London, Ont.

GASOLINE AND COAL OIL have advanced from 2 to 3 cents per gallon. This, it is stated, is due to the advanced cost of crude oil. Refiners, it is stated, have not advanced their selling price in unison with the higher cost of the crude oil, and January 1, 1920, finds the price of gasoline 1 cent cheaper than that of January 1, 1919. However, this difference may be due to the fact that the Canadian Government lifted the 7½ per cent. war tax during the past year. The present new quotation on gasoline is 34 cents per gallon. Coal oil is quoted at: Royalite, 24 cents per gallon, and Palacine 27½ cents per gallon.

Corn House Brooms Have Advanced 50c *Doz.*

London, Ont.

CORN HOUSE BROOMS have advanced 50 cents per dozen. This has been predicted in previous issues of HARDWARE AND METAL, and is caused, it is stated, by the poor crop of the past year, which, owing to the extreme length of the straw, entails considerable waste, which can only be accounted for in higher prices. The new quotations are as follows: No. 8, with hardwood handle, $12 per dozen net cash; No. 7, $10.50; Parlor, $9.25; Four-string with hardwood handle, $8; XX, $7.25.

Bung Borers Have Been Advanced

London, Ont.

BUNG BORERS are quoted at new and higher prices as follows: No. 1, $2.35 each; No. 2, $3.35 each.

Half and Half Solder Now Quoted 35½c *Lb.*

London, Ont.

HALF AND HALF SOLDER—Owing to the many advances in the basic metals solder has advanced in harmony and the new quotation is Half and Half, 35½ cents per pound.

Asbestos Sad Irons Have Advanced

London, Ont.

ASBESTOS SAD IRONS.—New prices are now available on asbestos sad irons. The No. 70 is quoted at $3.15 per set.

Enterprise Food Choppers Have Advanced

London, Ont.

"ENTERPRISE" FOOD CHOPPERS.—New prices are quoted on food choppers this week. The "Enterprise" line is quoted as follows: No. 12, $5.35 each; No. 22, $9.15; No. 32, $11.50.

Window Cleaners and Rubbers Have Advanced

London, Ont.

WINDOW CLEANERS are quoted at higher prices which are as follows: XLCR 10 in., $3.50 per dozen; 12 in., $4; 14 in., $4.35; Peerless, 10 in., $4.25; 12 in., $4.85; 14 in., $5.50.

Fence Staples and Hooks; Firm Demand Beginning

London, Ont.

FENCE STAPLES AND FENCE HOOKS are beginning to show more demand, and are at present quoted at the following prices: Fence staples, bright, 100 lb. kegs, $5.60 per 100 lbs; 25 lb. boxes, $6.10. Galvanized, 100 lb. kegs, $6.35; 25 lb. boxes, $6.85. Galvanized fence hooks, kegs, $6.35 per 100 lbs.; 25 lb. boxes, $6.85.

Glass Continues Scarce; No Relief at Hand

London, Ont.

GLASS, both plate and window, is very scarce, and some stocks are almost exhausted. Some claim that manufacturers are temporarily refusing shipments and say that they have no glass to ship. The following is a list of net prices at present current in this district:

	Single	Double
Up to 25 in.	15 92	18 32
26 to 34 in.	16 64	19 88
35 to 40 in.	17 44	21 12
41 to 50 in.	18 80	24 00
51 to 60 in.	19 68	24 64
61 to 70 in.	21 20	26 16
71 to 80 in.	.....	28 32
81 to 84 in.	.....	36 36
85 to 90 in.	.....	39 08
91 to 94 in.	.....	39 84
95 to 100 in.	.....	46 84

These prices are net f.o.b. London.

Wrecking Bars, Goose Neck, Crow Up 50c *Doz.*

London, Ont.

WRECKING BARS, GOOSE NECK CROWBARS have advanced. This is due to the present scarcity of iron and steel, it is stated. The advance is 50 cents per dozen. Prices are as follows: Crowbars, 10 cents per pound; goose neck wrecking bars, ¾ x 24 inch, $6.50 per dozen.

Clay Picks, Mattocks, Grub Hoes Advance

London, Ont.

CLAY PICKS, MATTOCKS AND GRUB HOES have advanced, and are quoted at new prices as follows: Clay

picks, 5-6 lb., $11.50 per dozen; 6-7 lb., $12.50; 7⅛ lb., $13.50; edge and pick mattocks, $13.50; grub hoes, $11.

Yankee Automatic Drills Have Advanced 15%

London, Ont.

YANKEE AUTOMATIC DRILLS have shown an advance approximating 15 per cent. This is in line with advances in many other products made of steel or iron. The following are the prices on some of the better known: No. 40, $37.40 per dozen; No. 41, $33.40; No. 42, $26.40; No. 43, $16.70; No. 44, $40.20.

Yankee Screw Drivers

London, Ont.

YANKEE SCREWDRIVERS of various kinds have advanced approximately 15 per cent. Some of the most popular lines are quoted as follows:

Crew Drivers.—11 x 2 in., $8.40 doz.; 3 in., $10.30; 4 in., $11; 5 in., 12.10; 6 in., $13.60; 8 in., $15.40.

Screw Drivers—No. 15 x 3 in., $9.60 doz.; 4 in., $10; 5 in., $10.40.

Screw Drivers—No. 20 x 1 in., $24.60 doz.; 2 in., $28.60 doz.

Screw Drivers.—No. 12, $12 dozen.

Spiral Screw Drivers.—No. 30, $38.50 doz.; No. 31, $51.70; No. 35, $28.60; No. 130, $44; No. 131, $59.40.

Liquid Glue Has Been Advanced About 33 1-3%

London, Ont.

LE PAGE'S GLUE.—An advance has taken place in Le Page's glue. The new prices are subject to a discount of 33 1-3 per cent. and are as follows:

	List Gross	Net Doz.
No. 25 or 1 oz. bottles	28 80	1 60
No. 27 or 1 oz. tubes	28 80	1 60
No. 26 or 2 oz. bottles	36 00	2 00
	Doz.	
No. 29 or ½ gill	3 00	2 00
No. 30 or 1 gill	3 60	2 40
No. 31 or ½ pint	6 00	4 00
No. 32 or 1 pint	10 20	6 80
No. 33 or 1 quart	18 00	12 00
No. 34 or ½ gallon	28 00	18 67
No. 35 or 1 gallon	54 00	36 00

Linseed Oil Quiet; Remains Unchanged

London, Ont.

LINSEED OIL continues to sel lat unchanged prices. It is hard to state what the near future will bring, but much lower prices are not at present looked for. The Argentine crop may ease the situation somewhat, but much depends on shipping facilities. The following are the present prices: 1 to 2 bbl., raw, $2.67, boiled, $2.70 per gal.; 3 to 5 bbls, raw, $2.66, boiled, $2.69; 6 to 9 bbls., raw, $2.64, boiled, $2.67. Less bbls add 15 cents per gallon.

Wood Handles Advance; New Prices 10% Higher

London, Ont.

WOOD HANDLES.—Higher prices are recorded on wood handles this week. It is hard to state the direct factors as they are of such a varied nature. However, one of the chief factors is the shortage of cut lumber and the shortage and high price of labor to cut it. The following are the new quotations:

All hickory handles .....List plus 25%
Fork, hoe, rake, shovel, spade and manure fork handles .....List 10% off
All oak, maple and ash handles .....List plus 10%
Maple cant hooks and peevie handle.....List Net
Maple and ash pike poles.....List plus 20%
All doubletrees 2½ x 4½ x 4 ft. and under .....List 10% off
All doubletrees over that size .....List Net
All whiffletrees 3 in. diameter x 36 in. long and under .....List 10% off
All whiffletrees over the above size.....List Net
All Neckyokes 3 in. diameter x 42 in. long and under .....List 10% off
All neckyokes over the above size.....List Net

All good f.o.b. factory, London.

Terms—2% 10 days. 30 days net.

All orders are accepted subject to delivery as son as possible after receipt of order.

Turpentine Firm; Southern Markets Higher

London, Ont.

TURPENTINE prices remain unchanged, although they are a little stiffer on the Southern markets. The embargo, owing to the floods affecting some of the main shipping points has been lifted and fair quantities are expected to arrive. The following are present quotations: 1 bbl. lots, $2.60 Imp. gal.; 2 to 4 bbl. lots, $2.59; 5 gal. lots, $2.75.

WINNIPEG MARKETS

WINNIPEG, Jan. 8—After the somewhat heavy and numerous changes of the past week, a quiet market would have been in order. However, this is not the case and further important changes are recorded. Whatever changes have occurred, however, are as might be expected of an advanced nature and in some cases the advances show a heavy margin on previous prices. The comparative quietness after the previous activities of the markets is, it is expected, only of a temporary nature as further general changes are anticipated at no distant date. One of the chief lines on which changes are expected is ammunition. Every indication points to general activity in this class of goods and new quotations are looked for at practically any moment. Needless to mention, should this anticipated change materialize, the new quotations will be an advance on previous prices.

Some of the most important changes are as follows: Maydole hammers, lead ingots, wood alcohol, coal tar, steel tapes and Fox guns.

Maydole Hammers Show a General Advance

Winnipeg.

MAYDOLE HAMMERS show a general and substantial advance. No startling or unusual changes have occurred in this line for some time and although they have shown steady advance in the past, the advances generally speaking have been slight and nothing out of the ordinary for this class of goods.

This week, however, shows heavy advance on previous prices on a general scale.

The new listings are as follows: Maydole Hammers, per dozen, No. 1, $21.15; No. 11, $21.15; No. 12, $18.50; No. 13, $16.20; No. 611R, $32.40; No. 612R, $28.50; No. 711, $21.15; No. 71, $22.05; No. 72, $20.90; No. 42, $15.35; No. 43, $13.15; No. 44, $12.40; No. 74, $17.80; No. 76, $15.

Lead Again Advances and May Continue Higher

Winnipeg.

LEAD again advances. This line has for some time shown marked activity and has in recent weeks shown continual advance on preceding prices. No change from this order of things is to be expected, however, in fact further advances are looked for in the near future.

The new prices for the week are:

Pig Lead.—10 cents per lb. Trail or Bar Lead.—10¼ cents per lb. Block Lead.—10¼ cents per lb. Sheet Lead, full rolls—2½ and 3 lbs., 15½ cents; 4 to 8 lbs., 14½ cents per lb.

Wood Alcohol or Spirits Methylated Advance

Winnipeg.

WOOD ALCOHOL OR METHYLATED SPIRITS.—A substantial, general and somewhat heavy advance has again occurred in this line. For some time past prices have been of an unsettled nature with several erratic and heavy advances. The week's latest changes show an approximate advance of 60 cents per gallon, with no settled outlook for definite prices for the future.

The latest quotations are: Wood Alcohol, barrel lots, $2.40 per gal.; kegs, $2.45 per gal.; 5 and 10-gal. cans, $2.50 per gal.; 1-gal. cans, $2.50 per gal., extra for containers.

Steel Measuring Tapes Are Considerably Higher

Winnipeg.

STEEL MEASURING TAPES are higher. A fairly substantial advance has occurred on this line, showing an approximate advance of 10 per cent. on previous prices.

The new listings are. Steel Measuring Tapes, No. 100, $3.60 each; No. 103, $5.15 each; No. 104, $6.80 each; No. 262, $5.10 each; No. 265, $6.60 each; No. 266, $8.25 each. All tapes are approximately 50 to 60 ft. in length.

Fox Guns Again Show Changes of Upward Trend

Winnipeg.

FOX GUNS again show changes of an upward trend following other makes, changes of which occurred previously, show a further advance on list prices. It is not expected that further changes will occur on this class of goods of any marked nature, although owing to the unsettled state of the steel market, nothing of a definite nature can be foretold regarding future prices.

The prices now ruling are: Fox Guns, No. F.B., $92.50 each; No. F.A., $81.70 each; No. F.A.E., $97.30 each; No. F.S.S., $67.45 each; No. F.S.S.E., $83 each.

Coal Tar Takes Turn of an Upward Nature

Winnipeg.

COAL TAR takes turn of an upward nature. Little change of importance has occurred in this line for some time, although what changes have taken place have been of an advanced nature.

This week, however, shows marked advance on previous prices, the new quotations ruling being: Coal Tar, barrel lots, $9.50 per gal.; quarts, $3 per qt.; pints, $2 per pt.; ½ pints, $1.25 each.

PITTSBURGH MARKETS

PITTSBURGH, Jan. 8.—Activity in the search for prompt lots of steel products is increased, as compared with conditions prior to the holidays, while on the other hand there is little business being done for extended deliveries. The decline in the volume of contract business is a necessity of the situation, since the mills that were willing to accept contracts are filled for such periods as they were willing to consider, the half year in some cases, and the first quarter only in other cases. Thus there is practically no opportunity to place open contracts.

The shortage in steel is not relieved, nor is there any prospect that it will be relieved in the near future. There is even a question whether it ever will be relieved as long as the period of industrial prosperity continues. The common view is that conditions will be approximately back to normal in a period of months, six months being the longest term usually mentioned.

While this six-months-to-normal is a common view in the trade, there is some ground for disputing it. There are two considerations: First, that production is likely to increase sharply in the next few weeks, and, indeed, if production does not, the steel industry will be in a bad way, for it has always made its good profits when it was operating on practically full tonnages. Second, railroad buying on a fair-sized scale at least is expected almost as soon as the railroads are returned to their owners, the date for that operation being March 1, while the approach or advent of spring is likely to bring heavy demands for steel for construction purposes. Hence, it would seem that if the steel mills do not catch up with their customers' requirements in the first three or four months of the year, they will have little opportunity to do so later.

It is easy to over-rate the so-called "shortage" in steel by comparison with capacity. While the market demand for spot and prompt lots is insistent, it is generally for carloads to 1,000 tons, and thus a few hundred thousand tons would be a large aggregate. That, however, is not much when viewed in the light of production or capacity figures. At the time the iron and steel strike started, September 22, there were at least normal stocks of steel in the hands of jobbers and manufacturing consumers, and probably somewhat greater stocks than usual, as the strike certainly had been expected by many, both sellers and buyers. Production of finished rolled steel just before the strike was at the rate of about 600,000 gross tons a week. In the 15 weeks intervening, production has averaged about 400,000 tons a week. The present rate is probably 550,000 or 575,000 tons a week, while capacity is about 725,000 tons a week. Buyers got along somehow when they were restricted for 15 weeks to an average of 400,000 tons a week, and a shortage of a few hundred thousand tons if the mills, during the next two or three months, work up to 650,000 or 725,000 tons a week.

The lowest price on wire nails for quick shipment seems to be $4.50, base, per keg. Just before the strike the independents were on their $3.50 basis, while the American Steel & Wire Company has continued its price at the March 21 level of $3.25. The $4.50 price is made by some large mills, rather than by small producers or by middle interests. Nails purchased from stock may bring dollars per keg more. Merchant steel bars show a great range. The March 21 price, adhered to by the Steel Corporation and some independents, is 2.35c, while some large mills quote 2.50c and can make delivery in two or three months, and some rolling mills, including iron mills, producing from purchased billets, ask and secure 3.00c and higher, for delivery, say, in 30 days. In limited tonnages one can frequently buy at 3.25c from warehouse, particularly warehouses maintained by mills that have a price of 2.35c to 2.50c for mill delivery, time uncertain. In sheets, which, by the March 21 schedule, are set at 3.55c for blue annealed, 4.35c for black, and 5.70c for galvanized; premiums on deliveries over the first quarter are usually about $10 a ton, but black sheets from stock command from 5c to 6c.

The United States Steel Corporation's adherence to the March 21 price schedule has been reaffirmed and thus is booked for indefinite continuance. There was possibly a little room for doubt recently whether the policy would be contained after 1919, for the basis was the March 21 arrangement between the Industrial Board and the steel producers, and all that was settled upon at the time (irrespective of the fact that not long afterwards the Industrial Board disappeared) was that prices were to be "stabilized" for the remainder of 1919.

Pig iron advanced an average of about $11 a ton from June 1 to just before Christmas, when advances practically ceased, the market having been relatively dull since then. Some furnace interests now talk as if the advancing movement is to be renewed. Undoubtedly pig consumers have it in their power to put the market up further on themselves if they desire, and perhaps they will do so. There does not seem to be altogether good ground for an additional advance at this time, if, indeed, the previous advance was entirely justified. The furnaces are either back into blast or are scheduled to get into blast. On the March 21 prices some furnaces claimed they could not make a profit, but prices $10 a ton higher are a different matter. A $10 clear profit would easily pay in one year for the best furnace built. There is much talk of labor shortage and labor inefficiency, but if such conditions continue, the influence will be to make pig iron plentiful, rather than scarce. About 80 per cent. of the pig iron made is used by steel works, nearly all the balance going to iron foundries. Labor shortage and labor inefficiency would restrict the operation of steel mills, and hence their consumption of pig iron. With a blast furnace, however, it is chiefly a question of the raw materials being dumped in and of the superintendent having the requisite ability to operate the furnace.

PROPOSED AMENDMENT

Continued from page 57

greased or freshly painted, each bar individually and securely wired to a board with annealed wire, gauge No. 12 or thicker, or bars wrapped in burlap and wired as required by paragraph (c).

(b) Iron or Steel Bars greased or freshly painted, when shipped in less than carloads, must be in barrels, boxes or crates, or wrapped in burlap and wired as required in paragraph (c).

(c) Burlap wrapping provided for in paragraphs (a) and (b) must completely enclose the bars of each end and centre of the bundle must be securely wound with burlap eight inches wide or over. Bundles must be wired and burlap secured in three or more places by annealed wire, gauge No. 12 or thicker. Two metal tags or tags with eyelets reinforced by metal and addressed in indelible ink must be wired to each bundle, one attached as usual and the other placed within the burlap and secured by the wire.

Looking for Banner Paint Year

Western Manufacturer Is Optimistic Regarding the Business Outlook—Acute Shortage of Homes Means Much Building—Many Farmers Going on Western Land.

G. F. STEPHENS & COMPANY, of Winnipeg, are very optimistic concerning the business outlook for 1920. This optimism is based on the development of the paint business in the West during the past eighteen months under difficulties which are gradually being overcome.

"We are looking for a banner year in 1920," said Mr. M. F. Christie to HARDWARE AND METAL. "Building operations must of necessity be started in order to relieve the situation which exists as a result of several years of idleness in that industry."

SEE NO DISTURBANCES

Western manufacturers have not forgotten the effect which the general strike of last summer had upon business. Labor conditions are hard to predict, but it is significant that the general feeling of Western manufacturers is that the coming year will witness no such outstanding disturbances as those which tied up business and industry during the summer of 1919.

STEADILY INCREASING

Mr. Christie stated that since 1917, business from the agricultural districts of the West had been steadily increasing. This has tended to offset the situation as regards Western cities and larger towns where business has fallen off in recent years, owing to lack of building and the so-called economizing in expenditure for paint. These centres now require many improvements and in most cases steps are being taken to do this work.

HOUSES ARE NEEDED

The price of lumber has been one of the chief factors in deterring building operations, but the situation has become so acute that building will be a very important industry in the spring. The action of the city of Winnipeg in proceeding with the construction of homes to relieve the situation will likely be followed by other municipalities where housing congestion exists.

GOING ON THE LAND

While there will likely be a considerable boom in paint business from cities and towns where construction and improvements will be in order, there is also expected to be a further increase in the amount of business from agricultural districts owing to the increased number of farmers going on Western land. These new farmers are to some considerable extent ex-soldiers who are being placed by the Government.

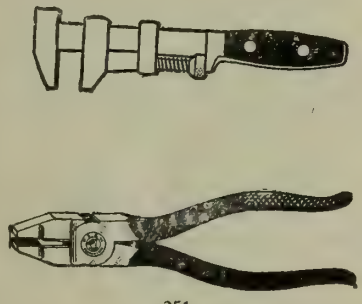
The grounds for the optimistic outlook as expressed by Mr. Christie, seem sound, and with a minimum of labor trouble the year is expected to show a big increase in the consumption of paints and varnishes in all departments of Western acivity.

This paint department is especially arranged with a view of allowing those who are building new homes or renovating their homes to see as wide a selection as possible of paints and varnishes. Many women accompany their husbands to this store and do a great deal of the selecting. The firm insists that everything must be kept spotless and properly arranged and finds that this pays well. This year there will be thousands of homes built and opportunities for selling paint promise to be the best ever.

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

366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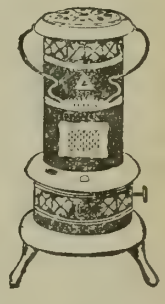
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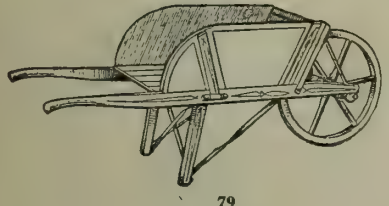
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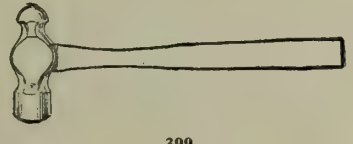
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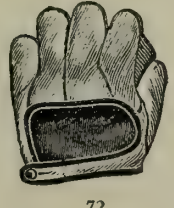
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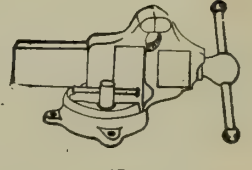

67

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

Annual Meeting of Stewart & Wood, Ltd.

Optimism of the highest order regarding the business outlook for 1920 was the view expressed by every shareholder at the annual meeting of Stewart & Wood, Limited, Toronto, wholesale dealers in paints, oils and glass. The annual statement showed a large increase in business during 1919 and was most satisfactory in every way.

Officers for the year were elected as follows: President, E. T. Dean; vice-president, H. T. White; secretary-treasurer, W. W. Schoales; managing director, A. W. Poole.

Following the annual meeting a convention of the sales staff opened and lasted for two days. The year's business was gone over and plans considered for an aggressive campaign in 1920. A. W. Poole, the sales manager, presided. The session was brought to a close by a banquet at the Prince George Hotel, at which the salesmen were the guests of the firm. A. W. Poole was in the chair, and fololwing the supper a social evening was spent.

H. S. Brown Appointed Toronto Representative

H. S. Brown, who has been travelling representative in the Maritime provinces for several years for Berry Brothers, has been transferred to Toronto and will look after the business in that territory. He takes the place of Mr. Rose who has resigned. Mr. Home will continue to represent the firm to the manufacturing trade.

The firm's factory at Walkerville is being enlarged, more mills are being added and a large increase in business is anticipated.

Warehouse at Edmonton For G. F. Stephens & Co.

G. F. Stephens & Company, of Winnipeg and Calgary, manufacturers of paints and varnishes, announce the establishment of a warehouse at Edmonton, thus facilitating business dealings with the trade in Northern Alberta. A full stock of all commodities manufactured by the firm will be carried at Edmonton. Premises have been leased and a site has been acquired with a view to later erecting the firm's own warehouse.

The company has been located in Calgary for many years, and it is felt that with two distributing sources in Alberta the company will be in a good position to take care of the Alberta and British Columbia territory.

ACME COLOR WORKS PROPOSES TO SELL

Stockholders of the Acme White Lead & Color Works, of Detroit, are receiving notification that, at their annual meeting, they will be asked to vote on a recommendation by the directors providing for sale of the company's assets to a new corporation to be organized for its purchase. The sale involves approximately $6,000,000.

The Brush Department

How to Sell More Brushes

Keep Your Stock Constantly on Display — Window Displays and Store Arrangement Are Important—Don't Forget to Advertise Them Also

TO sell more brushes, let the people all over your district see your stock. Let them know what you have to offer and the business will come. Window displays, store displays and snappily-directed advertising messages will all help in bringing in more people to buy brushes.

Brushes are an all-year line, and as such should be given the attention they deserve. Both women and men are interested in them, and if you keep your stock out where they can see it every time they come in, and if you put brushes in the windows occasionally, and in your newspaper copy direct attention to them, you will note an increase in sales.

Keep Them Advised

There is nothing like window and store display, backed by consistent advertising, for speeding turnover in any line of merchandise, and this holds just as true of brushes as it does of any other lines. Some of the hardware merchants who have developed their brush sales work on the principle that brushes constantly displayed are already partially sold. This is very true, because any number of persons coming into a store and seeing the brush they know they either require at the time or will require shortly, buy right there.

An occasional reminder in your newspaper copy will direct the attention of others to their needs and bring them in as buyers.

Men Are Interested

Men are always interested in displays of shaving brushes. No merchants have realized this more thoroughly than the druggists, with the result that shaving brushes are constantly displayed where the men can see them. The druggists are getting results in increased sales and there is nothing in the world to prevent the hardware merchant from applying the same formula and getting the same results.

Staff of McArthur, Irwin Make Merry

Salesmen and Department Heads Guests at Banquet—Plans for the Year Are Discussed

SINGING lustily "The Gang's All Here," the executives, salesmen and department managers of the white lead, paint and color firm of McArthur-Irwin, Ltd., Montreal, after a round or two about the laden tables, sat down to one of the most enjoyable banquets yet held, on Wednesday evening, at the Place Viger Hotel. Both in point of attendance and in manifest interest, the function was particularly lively.

John Irwin, the vice-president of the firm, was toast-master. After the dinner he read two telegrams of regret, one from Mr. Geo. Y. Chown, president of the firm, and another from Mr A. W. Poole, former manager of the paint and color works of the company, expressing their best wishes for a successful banquet and a prosperous new year. These were received with applause.

Following two excellent songs by Mr. Bengough, secretary-treasurer of the company, Mr. Irwin delivered the address of the evening in reply to a toast to the firm.

Tracing the history of the past year, from its beginning right to the close of December, the salesmen were given a vivid inside view of the difficulties which had been encountered in securing materials for the manufacture of the various products sold by this firm, hundreds of tons of which materials entered into the manufacture of the company's main lines.

Mr. Irwin concluded by saying that the year about to close had been the most successful since the inception of the company.

In reply to the toast "Our Extensions," Mr. Monk, manager of the lead works, and recently elected a director of the company, referred to the completion and present operation of the new lead-corroding plant. The full capacity of this plant has been booked ahead for some time.

A Forward Look

Among the toasts of the evening, referring to the policies and plans mapped out for the various departments, that of

Every Brush Guaranteed Perfect

How to Make Paint Brush Sales

Suggest to your customers that now, while they have their fires going, is an ideal time for interior painting.

Those dirty window frames, wainscotings, floors, mouldings, etc., can be freshened by a coat of paint and made to greatly brighten the appearance of their rooms.

If they paint now—there are no flies to stick, nor dust to collect on the fresh paint surfaces and the consistent heat from furnace or stove dries the paint quickly.

Recommend painting now! And recommend

Boeckh's
Rubber Set
Paint Brushes

Boeckh's are the ideal brushes for all paint and varnish jobs. Their reputation is so well known to you and all other Canadians that we do not have to say more.

With the very best selected bristles which cannot possibly come out, Boeckh's are the most satisfactory paint brushes on the market to-day.

If you should be one of the few dealers who are not handling Boeckh's brushes, don't wait any longer. Write for particulars. We co-operate with all our dealers in the most practical ways.

The Boeckh Company, Ltd.
Toronto, Canada
Established 1856

"Our Salesmen," proposed by Mr. Kendall, manager of the paint and color works, was of particular interest.

Stressing the importance of entire co-operation, the speaker made it clear that the executive would, at all times, give of their best that the work of the salesmen might be increasingly successful. Honest criticism was always welcome. The sales-director has many difficulties, but this could be made easier, Mr. Kendall assured the men, through real team work, and in this way the satisfaction of the dealer and consumer would be assured.

Other speakers, including Mr. Reynolds, of Toronto, and Mr. Marier, of Quebec City, representatives of the company for a number of years, handled various toasts in able manner.

Choruses, vocal and piano solos, several musical numbers from a special Jazz band, all contributed to making the evening enjoyable.

The National Anthem brought to a close the banquet, and a most successful convention.

White Lead and Putty Advanced

Increase of One Dollar for White Lead in Oil and Fifty Cents for Putty—Further Increase for Pig Lead May Presage Further Change

Effective on Wednesday, January 7, prices for standard and special grades of white lead in oil are one dollar per 100 lbs. higher.

For the past two weeks, HARDWARE AND METAL has consistently drawn attention of the trade to the high markets for pig lead, and has suggested the possibility of higher prices becoming effective for corroded lead. The change was made on Wednesday of this week, and all proprietary and standard grades take on the same advance.

Frequent Advances

Pig lead prices have been advancing continuously for many weeks. This has been reported almost weekly, and the trade was surprised to learn late Wednesday of this week (and after the advance had been made in the basis for white lead in oil), that a further advance of sixty-five cents per 100 lbs. had been made for pig lead. This makes the outlook quite different, for it suggests, not only a firm market for lead in oil at the increase, but a possibility that the new basis will not hold for lengthy period.

It is less than two months since lead in oil advanced, the last increase having been made on November 18, 1919. Since then, several increases have been made by the producers of pig lead, and the new levels of to-day are back, practically, to the levels obtaining some time ago. A basis of around 10c, f.o.b. Montreal, is being quoted on pig lead.

Prior to the change for lead in oil, above recorded, and about a week ago, prices for dry white lead were marked up.

Putty Up 50 Cents

Effective from January 7, prices for putty are advanced fifty cents. This, say the jobbers, is due to the high prevailing prices for linseed oil, added to the high basis prevailing for whiting, and which commodity, they state, is difficult to obtain.

The new price for standard putty, per 100 lbs., is now $5.50 on five ton lots, while 25 lb. drums, per 100 lbs., are quoted at $7.20.

High Glass Prices for Twelve Months

Europe's Hunger for Glass Will Absorb Big Portion, if Not All, Production There—Coal, Labor and Demand Factors in Price Control

"THERE will be no decline in the price of glass, not for six months, that is, unless some factors which we cannot now foresee develop."

Such was the statement of F. J. Kerr, Montreal manager of Pilkington Bros., Ltd., to HARDWARE AND METAL in discussing the glass outlook. Mr. Kerr bases his summing up of the situation upon facts which have developed of late, and a recital of which will serve to outline the present tendencies regarding supplies and also prices.

"The trade in Europe is crying for glass almost as they do for bread. There was more destruction of glass there than of any other kind of property, and the country needs immense quantities of it. It will be difficult to get much glass from there, perhaps, for several months, and we do not expect much improvement in the imports for three or four months at least. It was a case of win the war there, first, and glass production was a secondary thing," said Mr. Kerr.

In the matter of glass consumption, Mr. Kerr stated that the increased demand of late has been simply enormous. In fact, the change from a year ago has been revolutionary.

"We sometimes wonder where the glass goes, and there must be a lot of building. In fact, in driving around the city of Montreal," Mr. Kerr continued, "I have been surprised at the amount of building which has been undertaken. This is a very great change from a year ago, when there was little or no building at all."

At the present time, glass firms are exceptionally busy, and Mr. Kerr states that orders are coming to hand in large numbers. The outlook for this brisk business continuing is excellent, for, with the coming of spring building, operations will be largely increased. Under these conditions, Mr. Kerr says that the best advice he can impart to the trade is to anticipate wants as early as possible, for even now, bookings have been received for several months ahead.

As far as the firm of which Mr. Kerr is resident manager is concerned, it was pointed out that the Canadian plant for the manufacture of sheet glass is at present working to capacity. This, Mr. Kerr thinks, will afford the trade some relief in the matter of sheet glass supplies. United States factories are again operating, resumption having been inaugurated on the second of January. This ought to provide some relief in time.

In the matter of production, the procuring of coal has been a serious question. "We use immense quantities of coal, and it has been difficult to get. Then labor has been another big factor, wages being high. Of late, exchange has been a factor in the effect it has had on importation of glass from the States."

Travellers Guests At Informal Dinner

On Tuesday evening, December 30, the wholesale hardware firm of Starke, Seybold, Limited, Montreal, tendered their travelling staff and the heads of various departments an informal dinner at the Engineers' Club. In addition to the executive staff there were also present representatives of the Steel Company of Canada; Major Hines, a hardware merchant of Brandon, Manitoba, and Gordon Seybold, of Sudbury.

The function was very informal, and following the same plan, addresses were delivered by Col. Starke, Mr. Herbert Seybold, Mr. H. T. Diplock, the latter of whom gave a very interesting talk on the steel outlook.

On the morning of the same day the travelling staff was shown through the plant of the Steel Company of Canada on Notre Dame street, and this visit proved to be not only interesting, but very informing to the men, who much appreciated the kindness of this company.

What is the Life of a Paint Brush?

Generally it depends on the usage it gets and the preparations in which it is used.

TRADE SIMMS SET IN RUBBER MARK

Paint Brushes

can be used in any paint, oil or varnish preparation, kalsomine, glue, paint removers, etc., and yet live longer than the ordinary brush that is used in only one kind of paint.

The SIMMS brush lives until its bristles are worn down to the handle, and it gives excellent service all the time, under all conditions.

The painter's trade will come your way if you handle SIMMS Set-In-Rubber Paint Brushes.

Our other lines are also winners.

Brooms	**Stove Brushes**
Whisk Brooms	**Lather Brushes**
Shoe Brushes	**Scrubbing Brushes**

For prices, etc., write our nearest branch.

T. S. SIMMS & CO.

Makers of Better Brushes and Better Brooms for 54 Years

Head Office: St. John, N. B.

MONTREAL LONDON TORONTO

BERRY BROTHERS' CELEBRATED TRADE MARK BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE, ONT.

This Trademark

bears the same relation to varnish as the Sterling mark to Silver.

Among home builders, house owners, architects, painters and others who use or direct the use of varnish, this fact is so generally known that no selling arguments by the dealer are necessary for any products bearing Berry Brothers' name. Their label is equivalent to a guarantee of quality and is accepted as such without question.

Partial List of Distributors of Berry Brothers' Products

A. M. Bell & Co., Ltd.	Halifax, N.S.
Lariviere, Inc.	Montreal, Que.
L. H. Gaudry & Co.	Quebec, P.Q.
Wood, Vallance, Ltd.	Winnipeg, Man.
Wood, Vallance & Adams, Ltd.	Calgary, Alta.
Revillon Wholesale, Ltd.	Edmonton, Alta.
Hunter-Henderson Paint Co., Ltd.,	Vancouver, B.C.
Wood-Vallance Hardware Co., Ltd.,	Nelson, B.C.
Frank A. Gillies Co.	Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd.,	Port Arthur, Ont.
Whites, Ltd.	Collingwood, Ont.
Sanderson Pearcy & Co., Ltd.	Toronto, Ont.
Townsend Paint Mfg. Co.	Montreal, Que.

BERRY BROTHERS INC

World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, January 7.—Very important changes are made this week in the paint markets. Following an advance of 75 cents per 100 pounds a few days ago for dry white lead, the market on white lead in oil advanced on Wednesday $1 per 100 pounds. Putty prices advanced 50 cents, and mixed paints and varnishes, and various specialties are likely to be increased at an early date, according to advice received by HARDWARE AND METAL. The glass market, too, is very firm and prices are bound to rule high, and probably higher than they now are. Linseed oil is ruling without change, and while one reliable source reports an easier outlook as far as supplies of seed are concerned, others state that the movement is, and will continue to be retarded by the congestion of wheat-laden trains, which have the preference over various roads. Turpentine is high and likely to go higher. Bookings are very heavy.

Oil Prices Firm But No Advance

Montreal.

LINSEED OIL.—Prices for linseed oil have not advanced this week, but the tendencies are considered quite firm. Were it not for the fact that all users in all parts of the world are wanting oil in large quantities, it is probable that hope could be held out for an easier basis soon. As it is, even though Argentine seed is on the way and expected to arrive at New York in increased quantities from this time forward, crushers and jobbers express their belief that oil will rule high for some time. Transportation of wheat is taking precedence on the railroads, and this means that for the time being, and probably for some weeks, there will be little improvement in delivery from the South. Little hope is entertained of Western flax arrivals soon.

Raw—	Imp.	Gal.
Single barrels	....	2 32
5 to 9 barrels	....	....
10 to 25 barrels	....	....
Boiled—	**Imp.**	**Gal.**
Single barrels	....	2 34½
5 to 9 barrels	....	....
10 to 25 barrels	....	....

NOTE.—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Firm Market For Turpentine Here

Montreal.

TURPENTINE.—Markets are steadily high, and in fact tendencies are somewhat stronger than they were last week, but no actual change has been made. The probabilities are, however, that a higher price will obtain in this market within a short time.

Turpentine—	Imp.	gal.
Single barrels	....	2 45
Small lots	2 45	2 95

(Packages extra.)

Putty Up 50 Cents; Glass Prices Firm

Montreal.

PUTTY, GLASS.—An advance of 50 cents per 100 pounds is made for putty as from January 6. This is for standard grade, but with the usual differential of $2.50 per 100 pounds, extra, for pure putty; the advance is general. This has been necessitated, say the jobbers, owing to continued high prices for oil and whiting, and supplies of both of which have been difficult to procure. The basis for various quantities is as under.

The glass situation is very strong and likely to so continue. Prices cannot, think many of the jobbers, but be high for a long time, for the demands are heavy and stocks very low. Labor, too, is continuing high.

	5 ton	1 ton	Quanty.
Bulk, in barrels	5 50	$5 75	$6 10
Do., ½ barrels	5 65	5 90	6 80
Do., 100 lbs.	6 30	6 60	6 95
Do., 25 lbs.	6 60	6 85	7 30
Do., 12½ lbs.	6 85	7 10	7 45
3 and 5 lb. tins	8 60	8 85	9 30
1 and 3 lb. tins	9 10	9 35	10 70
Do., in 100 lb. cases	7 65	7 90	8 25

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

One Dollar Advance On White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—A straight advance of $1 per 100 pounds for white lead in oil has been made effective, and the new prices will date from January 7.

For some time HARDWARE AND METAL has pointed to the strong markets obtaining for pig lead, and there have been frequent increases over the past two months. Only on Wednesday of this week the base price of pig advanced another 65 cents per 100 pounds. The supplies have been quite large but demands from all users are such as to make the outgo an extremely heavy one as the commodity is produced.

New prices for standard lead are: 5-ton lots, per 100 pounds, $17.50; 1-ton lots, $18 per 100 pounds, and smaller quantities, $18.35. New prices on special grades will be found elsewhere.

Paint and Varnish May Soon Advance

Montreal.

PAINTS, VARNISHES.—Prices are very firm for all prepared paints, and the tendencies are decidedly of a firming nature. Advices to HARDWARE AND METAL suggest that manufacturers are very likely to entertain an early consideration of price revision, and that, when changes are made, which may be any time within the next week or two, they will be in the nature of a 25 to 50 cent. increase per gallon. What is true of prepared paints is applicable to varnishes and specialties. Gums, as pointed out in HARDWARE AND METAL last week, are very high in price, as well as being scarce. The markets will doubtless rule higher, and the increases may come in a comparatively short time.

TORONTO

TORONTO, January 8.—Very important advances have occurred throughout the paint line this week. An important advance in white lead of $1 per 100 pounds has taken effect. Putty is also up 50 cents per 100 pounds. Turpentine has advanced 5 cents per gallon, while a decline of 10 cents per gallon is reported in linseed oil.

The glass situation is serious, and a famine is reported on both window and plate. Shellac has shown a further advance, and higher prices are being looked for by the varnish and paint manufacturers.

Paint is quoted at a very firm price and early advices may be expected in the near future, it is stated.

Putty Advanced 50 Cents Per 100 Lbs.

Toronto.

PUTTY.—An advance is noted in putty this week. This is no doubt due to the advancing cost of raw material, labor and unsettled conditions. The following are the quotations:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 85	$6 10	$6 45
Do., 100 lb. iron	6 70	6 95	7 30
Do., 25-lb. iron	6 95	7 20	7 55
Do., 12½-lb. irons	6 70	7 45	7 80
Bladder, in barrels	7 60	7 85	8 20

Glass Famine Prevails; Higher Prices Expected

Toronto.

GLASS.—Both window and plate is reported very scarce. One importer stat-

Livingston

THE SUPREME PRE-EMINENCE OF

Livingston Brand

Linseed Oil was not achieved in a day or in a year. It is the result of over 50 years' persistent effort and honest service. During all these years there has never been a time when Livingston Brand was not what it claimed to be—

SIMPLY THE BEST

The Science of Expressing like every other branch of learning moves forward. Better constructed warehouses, steam-heating, cleaning and drying machinery make possible to create ideal conditions for the ageing of Livingston Oils.

This is technical talk and may not interest you. After all, what you want to know is, which is the best? There should be but one answer to that question.

LIVINGSTON BRAND

BEST IN QUALITY, MOST RELIABLE, GUARANTEED ALWAYS.

BE SATISFIED WITH NOTHING SHORT OF THE BEST

The DOMINION LINSEED OIL CO.
LIMITED

BADEN
MONTREAL
TORONTO
WINNIPEG

ed to HARDWARE AND METAL that the manufacturers he represented were temporarily refusing to accept orders for glass owing to the depleted condition of their stocks, and were discouraging booked orders. The prices listed in current quotation pages are those going at present, although no one is strictly following this schedule owing to the famine in sheets and the premiums demandsd generally, it is stated. However, these prices may be used as a guide as they are as nearly correct as it is possible under the present conditions to make them.

Shellac Has Advanced; May be a Famine

Toronto.

SHELLAC has again been advanced. Many have withdrawn prices on the primary market. There are many factors bearing on the situation, it is stated. The position of the Indian rupee may have a bearing on the question, but the main reason is said to be the fact that nearly all available supplies have been absorbed and a great scarcity is noted at the source of supplies. It is predicted that shellac will reach the highest price yet recorded in Calcutta. Paint and varnish manufacturers state that the demand for this commodity is tremendous, and as new industries spring up further demands are created. Present quotations are: Orange, $7.75 per gallon; white, $8.50 per gallon.

Prepared Paint Firm; Sales Seasonally Quiet

Toronto.

PREPARED PAINT.—The market on this commodity is at present comparatively quiet. This is seasonable, however, and manufacturers believe the coming year will show huge demands if present booked orders are any guide. An early advance would not surprise some of the best informed. This would be in order with the recent advance in white lead and other ingredients, it is stated.

White Lead Advanced; New Price $1 Higher

Toronto.

WHITE LEAD has advanced approximately $1 per 100 lbs. The recent advances in the price of pig lead has materially affected the prices on this commodity, it is stated. Corroders and manufacturers state that, regardless of high prices they expect the present year to be one of the largest in their recollection.

Deliveries Slow on Methylated Spirits

Toronto.

WOOD ALCOHOL AND METHYLATED SPIRITS are reported to be temporarily scarce. To quote the general sales manager of one of Toronto's best known chemical companies: "Autoists have been using up considerably more wood alcohol this year than in years past. It is true the stocks are depleted in Toronto for a few days as we are behind with deliveries, but there is no real shortage. The weather has been very changeable and this has been directly responsible for the 'run.' It has been simply a question of getting the supplies to the spot where they are required. A good many retailers did not anticipate their demands, and, as a result, all sent in their orders at the one time."

The whole truth of the matter is that there has been an unusually big demand this year, climatic conditions being behind it all. For, with every exceptionally cold day there is a big rush on the part of autoists to the hardware store. The present quotation is $2.70 per gal. in 5-gal. containers.

Turpentine Scarce; Has Advanced 5c Per Gallon

Toronto.

TURPENTINE has advanced 5 cents per gallon. The tendency to move to higher values which became noticeable last week, assumed fresh strength this week, and as a result there were very substantial gains reported in turpentine values, with rosins also showing an improvement in quotations that was encouraging as indicative of the probable course of the market for some time to come. The advice that some of the most conservative importers, after a careful, unbiassed study of the naval stores' situation, gave to the consuming trades, to provide for their wants for the winter months, is now seen to have been well based. Demand is on from all quarters, with fresh supplies diminishing and the old stocks showing the effects of the drafts that have been made upon them, and the near future seems to hold in store pressing requirements considerably in excess of the output that can be expected from the stills.

	Per	Imp. gal.
1 barrel lots	....	2 65
2 to 4 barrel lots	....	2 64
5 gal. lots	....	2 80

Linseed Oil Quiet; Has Declined 10c Gal.

Toronto.

LINSEED OIL shows a decline this week of 10 cents per gallon. However, this is no indication that there will be lower prices on this commodity, it is stated. The demand from Europe and also the United States for Argentine flax is reported to be huge. This will reflect in a scarcity of Canadian oil later on, it is stated, although some are quoting lower prices on future oil. Many are of the opinion that declines will not take place in the future to any large extent. The following are the present lower quotations:

Linseed Oil—		Raw
1 to 2 barrels, gal.	2 57	2 75
3 to 5 barrels, gal.	2 56	....
10 barrels and over	2 54	....
		Boiled
1 to 2 barrels, gal.	2 60	2 78
3 to 5 barrels, gal.	2 59	....
10 barrels and over	2 57	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

OPPORTUNITIES FOR PAINT ASSOCIATION

Continued from page 48

varnish manufacturers as a body the best results cannot be secured. During the year 1919 the retail hardware trade, as a whole, undoubtedly put forth splendid efforts to develop the use and the sale of paints and varnishes. HARDWARE AND METAL tried to do its part for the retailers by printing and placing in the hands of the trade through HARDWARE AND METAL upwards of 1¼ million pages of information on the paint markets, sales plans, advertising plans, an da wide range of other subjects pertaining to paint and varnishes. The majority of paint and varnish manufacturer undoubtedly worked hard to extend their best co-operation, under trying circumstances at times, to assist their retail customers in all parts of Canada. The Paint and Varnish Association as a body did some effective work and indicated a willingness through the Save the Surface Campaign to contribute liberally to any movement that would create better business for paint manufacturers, wholesalers and retailers. The activities of the Association, however, did not extend far enough along certain lines, due largely to the efforts of a very small number of the members. HARDWARE AND METAL knows that it is the desire of the majority of the members of the Association that secrecy be thrown aside, and that the aims and objects of the Association be made known to the trade. In a later issue, HARDWARE AND METAL will take up some other phases of the paint situation.

Says Binder Twine Famine is Likely

WASHINGTON.—Conditions in the hemp-producing section of Yucatan, Mexico, resulting from the action of Mexican Government officials, are alarming, Michael J. Smith, of New York, a hemp merchant, testified at a hearing conducted by Francis J. Kearful, counsel for the Senate sub-committee investigating Mexican affairs.

"Unless something is done to relieve the situation," said Mr. Smith, "it is practically certain that within a few years the farmers of the country will be without binder twine for their crops."

Mr. Smith said the planters had been robbed by the Mexican authorities, and were on the verge of bankruptcy. Because of the monopolistic practices exercised by Mexican authorities for the purpose of controlling hemp production and prices, farmers, Smith testified, paid an excess of $112,500,000 from 1916 to 1919.

As Good As Sold

To be labeled Glidden is as good as sold.

On Varnish it means "Green Label Varnish," a finish that is *known and used* by painters from coast to coast.

On Jap-a-lac this name signifies a sure result for your customer and a sure profit for you.

On Paint it is rapidly winning this same high quality reputation. With the first announcement that *"Glidden now makes paint,"* the Glidden reputation for quality was immediately attached to this new product. It is this Glidden reputation that will bring the demand. Your paint order will be *as good as sold* when you open the case. Glidden quality will keep the orders coming.

Write for prices and interesting literature.

THE GLIDDEN COMPANY, LIMITED

Toronto, Ontario

***Branch office* and warehouse at Montreal, Que.**

PAINTS - VARNISHES - COLORS - INSECTICIDES

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Ammunition, in cases. Discount 30/10/20%; broken cases subject to an extra charge of 5%.

Terms—Metallics and shot shells, 60 days net, 2% 30 days. All goods f.o.b. factory.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless, $72.25 per M; 303 Savage, $72.25; 303 British, $95: 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 6½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 38, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Single Bits, doz.	$18 00	$22 00
Hunters' Axes	12 50	13 00
Boys' Axes	13 00	14 00
Double Bit	26 50	27 50

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 2, doz.	20 00
No. 3, doz.	22 50
No. 4, doz.	24 50

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B. Montreal, Toronto.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	6.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 35%.
Ford's Auger Bits.
Gilmour Auger Bits, 17½%.
Gilmour Car Bits.
Gilmour Eye Augers, net list.
Gilmour Ship Auger.
Rockford Auger Bits.
Irwin Auger Bits, net.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 10	$9 10
1—18 x 24	8 90	9 80
2—18 x 28	10 00	11 50
3—20 x 30	11 45	12 50

BOARDS, IRONING Dozen

No. 1, Daisy	$27 00
No. 10, Daisy	32 00
No. 31,	11 00
No. 33	16 00
No. 35	32 00
No. 36	36 00
Perfection	34 50

BOARDS, SKIRT—

No. 11, doz. 12 60

BOARDS, SLEEVE—

No. 3 dozen .... $ 6 00

BOARDS (Wash) Zinc Doz.

Baby Globe	2 35
Pony	$2 35
Royal Globe	5 15
Improved Globe	5 15
Neptune	6 15
Standard Globe	5 15
Original Globe	5 65
Solid Back Globe	5 65
Jubilee	5 80
Newmarket King	5 80
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 80
Glass Globe	6 30

F.O.B. Newmarket.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 20%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 10%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 5%.
Elevator Bolts, large head, 5%. corrugated head, 40%.
Fancy Head Bolts, 5%.
Shaft Bolts ($3 list), 5%.
Step Bolts, large head ($2 list), 5%.
Whiffletree Bolts, 5%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list, $2.00.
Stove Bolts, 60%. Tire Bolts, 40%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 37
Rods, base ½ to 1 in., round	0 35
Tubing, seamless, base	0 43

F.O.B. Montreal and Toronto.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 12½%
No. 808	add 5%
No. 804	add 7½%
Nos. 802, 842, 844	add 7½%
No. 810	add 10%
No. 814	tdd 62½%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4: single barrel, $4.50. F.O.B. Toronto.

CHAIRS Dozen

Step ladder	$33 00
Step ladder stools	18 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80: No. 1, $28; No. 2, $33.75; No. 3. $44.75.

Russwin—Dozen: No. 0. $24.50: No. 1, $30.60; No. 2, $36.75: No. 3 $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9: No. 1. $9: No. 2. $10: No. 3. $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0. $11: No. 1. $11: No. 2. $12: No. 3. $13; No. 4, $17; No. 5. $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Discount of 7½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 5% f.o.b. St. John, N.B.

CLOCKS

Big Ben $3 75
F.O.B. Montreal, Toronto, Hamilton.
Good Morning, each 1 60
Lookout 2 00
Sleepmeter 2 15
Hamilton

CLOTHES BARS AND DRIERS

	Per Doz
Leader Clothes Dryers	$10 85
Clothes Bars, Nos. 1 and 3	11 00
No. 2	13 80
No. 4	12 00
No. 5	14 00
No. 6	16 00

CLOTHES HORSES, Etc.

	Folding	Extension
4 ft.	$ 9 75	$19 50
5 ft.	12 25	24 50
6 ft.	15 00	30 00

CLOTHES LINES (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$17.50	
¼ in.	13.25	
5-16 in.		$15.75
⅜ in.	11.40	14.05
7-16 in.	11.15	13.80
½ in.	10.70	13.60
⅝ in.	11.00	13.20
¾ in.	10.20	12.60
⅞ in.	9.95	12.35
1 in.	9.70	12.25

F.o.b. Montreal and Toronto.

Electric Welded

	Proof	B.B.B.
⅛ in.	$18.95	.....
3-16 in.	18.00	$22.75
¼ in.	16.50	19.50
5-16 in.	13.80	15.70
⅜ in.	10.80	.....
7-16 in.	10.20	.....
½ and ⅝ in.	9.95	.....

F.O.B. Toronto, Montreal.

Cow ties, net list; trace chains, list; dog chains, 12½%: halter chains, 12½%; tie-out chains, 20%; stall fixtures, No. 1, or or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs.

F.O.B. Montreal, Toronto, Hamilton, London.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 41	0 39
Soft sheets, base 16 oz. and heavier	0 42	0 40
Tubing, lb.	0 46	0 45

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	90
No. 7, lb.	89
Nos. 8, 9, 10, 12	88

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.	$34 80
2 ft. 10 in., doz.	35.40
3 ft. x 7, doz.	36.00

F.o.b. Toronto.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank

List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.6[illegible]
9/32	.65	¾	1.7[illegible]
5/16	.70	25/32	1.8[illegible]
11/32	.75	13/16	1.[illegible]
⅜	.80	27/32	2.[illegible]
13/32	.85	⅞	2.1[illegible]

LATEST NEWS

WE NOW MAKE

THE ORIGINAL

IDEAL

Centrifugal Lead Trap

Having purchased the complete plant for the manufacture of

CENTRIFUGAL TRAPS

FROM

The Ideal Manufacturing Co.

WINDSOR

WE CAN MAKE PROMPT DELIVERY

Sole Manufacturers

The Canada Metal Company, Ltd.

HAMILTON MONTREAL **TORONTO** WINNIPEG VANCOUVER

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

Be Sure to See Him

—we mean our traveller—before you decide on your line of skates.

Next season's successful skate business hangs upon your present decision.

Automobile SKATES

The Skate with Aluminum Tops

have a Canada-wide reputation and unequalled volume of sales built up upon the foundation of unequalled *Quality* and *Service*.

CANADA CYCLE & MOTOR CO LIMITED C·C·M WESTON · CANADA

For instance—there is a popular model for every purpose. They are unapproachable in good appearance—a telling feature in women's trade. Keen edge is assured by hard-as-glass surface on blades. Practical unbreakability is made certain by soft, tough core.

Write us for particulars.

Canada Cycle & Motor Co., Limited

Montreal Toronto WESTON Winnipeg Vancouver

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	35%
Straight Shank	35%
Straight Shank, wire	35%
Taper Shank	35%

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	35
Black Diamond	35
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 10%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

Class—	Black	Galv.
A	0 57	0 72
B	0 25	0 35
C	0 19	0 25

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4" and under	70%	75%
4½" and larger	60%	65%

4" and under, running thread, 40%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRILLS, ELECTRIC

Single heat, round	....
Three heat, round	....

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼"	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles plus 10%. All doubletrees, 2½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 10%. Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Canada	12 50
Hatch	12 75
National	14 50
America	16 50
Great West	30 00
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices. Figured Net list.

	Strap Doz.	Tee pairs.
4-inch	$ 3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 60

Light, Net Prices. Figured net list.

3-inch	$1 00	$1 00
4-inch	1 20	1 10
5-inch	1 40	1 30
6-inch	1 70	1 50
8-inch	....	....
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 15%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 40	$5 00-$5 50
No. 3, per doz.	4 50	5 50- 6 40
No. 4, per doz.	4 60	6 00- 7 40
Little Giant	6 25	....- ....
Barden Patent	6 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$17 50
Corrugated, ⅝ in., 100 ft.	20 50
Corrugated ¾ in.	23 50
Corrugated, 1 in., 100 ft.	35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.15 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 05
Mrs. Potts, No. 50, nickel-plated, set	2 25
Mrs. Potts, handles, japanned, doz.	1 40
Sad irons, common, plain, 3, 4 and 5 lbs	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each $4 00	4 10
Canadian Beauty Electric Irons—Style A	$4 71
Style B	5 08
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$14 75
Lightning	13 25
Heath's	13 25

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 31
Crescent	0 28
Household	0 24
Faultless, 4 to 10 ft. only	0 35
Ontario, 4 to 10 ft. only	0 32
Shelf Lock, 4 to 8 ft. only	0 27
Gardner, No. 1	0 23
Do., No. 2, bolted	0 25
Dominion, No. 3	0 26
Do., No. 4, bolted	0 29

Single and Fruit Picking

10 ft. to 16 ft.	23c ft.
18 ft. to 20 ft.	24c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

		Per ft.
20 to 32 ft.	$0 25	$0 27
36 to 40 ft.	0 27	0 30
44 ft.	0 29	0 33
Over 44 ft.	0 42	0 40
Best quality, 20 to 40 ft.		0 35
Three section extension		0 35

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	$0 95-$1 10
Cold blast	1 00- 1 10

3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.

Cold blast, genuine ruby....$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$1 80-$2 00
Steel Thumb, No. 3	2 40- 2 70
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
Playtime, engine drive	26 00
Ideal Power	30 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	13 00
Popular, No. 2	12 50
Economic	15 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Low pressure water motor washer, each	31 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 30 and 5%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz
Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14 25
Pick, doz.	14 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—

No. 4, dozen	$36 24
No. 8, dozen	40 92

Universal—

No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

O-Cedar, doz. net	$12 60
Sprustex, No. 2, doz. $8 00	8 40
S.W. Mops, complete, doz. 5 25	5 40
Mop Sticks, doz., No. 8	2 00
Cast Head Mop, doz.	2 00
Crescent, doz., No. 10..2 50	3 35
Crank wringing, doz.	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	40-10%
Woodyatt	35%
Empress	35%
Mayflower	35%
Star, Ontario, Daisy	35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.30.

Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—$5.35 base, f.o.b. Montreal. No equalization of freights.

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton, $11.75.

"Save the surface and you save all" *Paint & Varnish*

Ramsay's Enamels

Invincible
White Enamel

Perfection
Gold Enamel

Aluminum Paint

Bath Enamel

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 77 years

Toronto MONTREAL Vancouver

Distributors

EDMONTON DISTRICT
Revillon Wholesale Limited, Edmonton

NOVA SCOTIA
Jas. Simmonds, Limited, Halifax, N.S.

CALGARY DISTRICT
The Macdonald-Baker Co., 818 8th Ave. W., Calgary

WINNIPEG, MANITOBA AND SASKATCHEWAN DISTRICT
H. L. Perry, Co., Limited, 214 Princess St.

NAILS (HORSE)

C Brand

Size	
Capewell—	Per 100 lbs.
No. 5	$24 00
No. 6	23 00
No. 7	22 00
No. 8	21 00
Nos. 9 to 12	20 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mess and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM

Best (American)	$21 00-$22 00
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (spun)	21 50
U.S. Navy (unspun)	.....
Plumbers (spun)	10 25

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 24½
Palacine, gal.	0 27½
Gasoline, net, gal.	0 34
	Gallon
Black oil (summer)	0 14½
Black oil (winter)	0 15
Imperial Kerosene Tractor	0 69
Capital cylinder	0 64½
Machine oil, regular grades	0 40
Standard gas engine oil	0 42
Parafine	0 23½

List, less 15% on above.

Polarine Oil, list	1 00
Polarine Oil, heavy, list	1 00
Polarine A, list	1 10
Gargoyle Mobiloil, A and E	1 30
Gargoyle Mobile, B and BB	1 45

List, less 25% on above.

Fuel oil, bbls. net	0 11½
Fuel oil, tank cars, net	0 09½

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER

Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 23	
Dry Fibre, No. 2, Anchor	0 72	
Tarred Fibre, Anchor, No. 1	1 33	
Tarred Fibre, Anchor, No. 2	0 90	
Rosin Sized Sheeting, red	1 05	
Do., blue	1 70	
Surprise Fibre	0 80	
"Stag" Sheathing	0 80	
Tarred felt, per cwt.— 7, 10, and 16 oz.	4 65	
Cyclone (dry)	1 23	
Cyclone (tarred)	1 33	
Joliette (dry fibre)	0 72	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.		5 75
Straw, sheathing, heavy, dry, cwt.		4 15
Do., tarred, per cwt.		4 30

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 50
4 gross (cartons), 4 in.	1 75
Spring, 2 grs. box	1 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 42, Dec. 9, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	0.....
¼ in.	4 65	6 78	5 13	7 26
⅜ in.	4 65	6 78	5 13	7 26
½ in.	6 16	7 74	6 84	8 42
¾ in.	7 76	9 89	8 68	10 81
1 in.	11 48	14 62	12 84	15 98
1¼ in.	15 58	19 78	17 37	21 62
1½ in.	18 56	23 65	20 76	25 85
2 in.	24 98	31 82	27 94	34 78
2½ in.	39 49	50 31	.....	.....
3 in.	51 64	65 79	.....	.....
3½ in.	65 78	82 80	.....	.....
4 in.	77 94	98 10	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$27 94	$34 78	$31 64	$38 11
2½ in.	40 66	51 48	46 51	57 35
3 in.	53 17	67 32	60 82	74 97
3½ in.	66 70	83 72	75 90	92 92
4 in.	76 85	97 01	....	....
4 in.	79 08	99 19	89 98	110 09
4½ in.	88 00	113 00	107 00	132 00
5 in.	103 00	132 00	125 00	154 00
6 in.	133 00	171 00	162 00	200 00
7 in.	175 00	224 00	211 00	259 00
8 L in.	184 00	235 00	221 00	273 00
8 in.	212 00	271 00	255 00	314 00
9 in.	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in.	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto. Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS. CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

PLATES, CANADA

Prices nominal,	Montreal,	Toronto
Ordinary, 52 sheets	$7 85	$7 36
Do., 60 sheets	7 95	7 45

PLATES, COKE, TIN

	Tor'to. Per Box	Mont.
IC, 20x28 base	$21 00	$21 00
IX, 20x28 base	24 00	24 50
IXX, 20x28 base	27 00	27 50
IXXX, 20x28 base	29 00	29 50

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $20 50

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

4-oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 30 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto. London.

POLISH, METAL

Bon-Ton

Size Case	Doz.	Case
¼ pts., 3 doz.	$1 15	$3 40
½ pts., 3 doz.	2 10	6 00
Pints, 2 doz.	3 15	6 00
Quarts, 2 doz.	4 65	9 00
½ gal., 1 doz.	8 40	8 40
Gal., ½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Montreal
Samson, 1-ply roll	2 50
Samson, 2-ply, roll	2 95
Samson, 3-ply, roll	3 50
R. S. Special, 1 ply	1 85
R. S. Special, 2 ply	2 10
R. S. Special, 3 ply	2 35
Everlastic, 1-ply	1 95
Everlastic, 2-ply	2 30
Everlastic, 3-ply	2 65
Panamoid, 1-ply	1 85
Panamoid, 2-ply	2 15
Panamoid, 3-ply	2 50
Red Star Ready Roofing, 2-ply	1 75
Do., 3-ply	2 05
Liquid roofing coating, per gal., in barrels	0 50
5 and 10 gal. lots, per gal.	0 60
1, 2, 3 gal. cans, gallon	0 85
Coal Tar (refined), bbl.	8 25
Coal Tar (crude)	7 00

F.o.b. Toronto and Montreal.

ROPE

	Lb
Pure Manila basis	31
Beaver Manila basis	26
New Zealand hemp basis	26
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lathe yarn	23
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis	On application
Cotton, ⅛ in.	0 83
5-32 in.	0 82
3-156 in.	0 82
¼-in. and up	0 81

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 761 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 762B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $6.00.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge, Steel	$4 90
103, 50 ft. Reliable Jr., Steel	4 95
243, 50 ft. Rival, Steel	4 25
1243, 50 ft., Rival Jr., Steel	3 95
603, 50 ft., Metallic	3 45
604, 66 ft.	3 85
403, 50 ft., Linen	2 40
	Dozen
713, 50 ft., Ass Skin	6 60
714, 66 ft., Ass Skin	7 75
143, 3 feet, Steel Pocket	7 50
145, 5 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$5 50	$0 80
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices, net: standard scales, discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	75%
Wood, R.H., bright	72½%
Wood, O.H., bright	72½%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Bigger Sales for 1920

You can boost your harness sales for 1920 by selling the old reliable IMPERIAL Brand — the brand your customers know about. Imperial Brand is so well known it sells on sight and saves the long-winded arguments necessary to sell other harness. More customers are being created for you every day by our consumers advertising which appears in all the leading farm papers of Canada. You really can't afford to stock up with any harness other than Imperial Brand.

IMPERIAL BRAND HARNESS

is guaranteed free from all defects in materials and workmanship. This ensures satisfaction for all your customers. Send your order along today and ensure early delivery.

Samuel Trees & Co., Limited
Mfrs. Harness and Saddlery
42 Wellington St., E. Toronto

Mr. R. T. Coleman, who is one of our most successful pump salesmen.

Your Customer Will Boost BT Pumps

BT pumps have many patent features that make them favorites with farmers. This illustration shows one of these features. It shows the handle socket used on BT Pumps. The handle will not loosen in this socket. It is a box-shaped casting that encases the handle on both sides and both run through from top to bottom.

You will remember that the old-fashioned handle was attached to the pump by two strips and bolts that went through from side to side. The bolts wore holes in the handle and it loosened and wobbled and in course of time broke off.

This is one of the big things that make a customer boost a BT pump and send his neighbour to you for their pump supplies. We have sold this fall three times as many pumps as we ever sold in the fall season of any year.

BEATTY BROS., LIMITED

Winnipeg, Man. Fergus, Ont.
Montreal, Que. London, Ont.
St. John, N.B. Vancouver, B.C.
London, Eng., 16 Holborn Viaduct

Beatty Bros. Limited Bulletin

SCREWS, WOOD BENCH
Dozen $7 30

SCYTHES Doz.
Cast Steel $16 76
Golden Clipper 16 76
Little Giant 17 76
Bush 16 26
F.O.B. London, Toronto, Montreal.

SNATHS Doz.
00 Patent $13 75
1 .... 13 20
2 .... 12 65
3 .... 11 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

	Premier		Apollo	
U.S. oz. ..	8 90	9 75	9 25	9 50
U.S. 28...	8 30	10 15	8 85	8 80
U.S. 26...	7 90	8 75	8 55	8 45
22 and 24.	7 70	8 15	8 40	8 25
18 and 20.	7 50	7 95	8 25	8 05
16	7 25	7 75	8 10	7 85
12 and 14.	7 05	7 50	7 95	7 60

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.
F.O.B. Hamilton and Toronto.

	Queen's Hd.	Fleur-de-lis
28 ga.	$10 50	$10 00
26 ga.	10 25	9 75
24 ga.	9 65	9 70
22 ga.	....	9 30
20 ga.	....	9 10

F.O.B. Montreal.

SHINGLES, METAL
Standard, galvanized $10 00
Standard, painted 8 00
Discount 7½%.

SWEEPERS, CARPET Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing $51 00

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP
Eureka, per M......$13 50 $16 50

STANDS, WASHTUB—
Reversible Drip, each $2.25

STAPLES
See Wire Products.

STOVES
Oil Burning Cooking — List each
Perfection No. 32, 2-burner..$18 75
Perfection No. 33, 3-burner.. 24 26
Perfection No. 34, 4-burner.. 30 75
No. 22G oven for above stoves 7 25
Discount, 25% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net 4 50
Detroit Glass Front Oven, No. 85, each, net.......... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters. List
No. 525, each ....$ 7 00
No. 530, each 8 25
No. 630, each 10 25
Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—
Star, No. 1, doz............ 24 00
Star, No. 2, doz. 24 00
Sun 18 60
Adjustable Pin, No. 44, doz.. 34 50

STRETCHERS, WIRE
Hercules, doz. $2 60
Sampson, doz. 7 60
Universal, nick., Cyco bearing 46 00
Universal, jap., Cyco bearing 39 00

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades....	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	....
Hollow Back Scoops	45 and 5	....	45 and 5
Sand Shovels	45 and 5	....	45 and 5
Hollow Back Shovels	45 and 5	....	45 and 5
Hollow Back Coal Shovels	45 and 5	....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels......	45 and 5	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.........	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Club, jap. Cyco bearing.... 108 00
Champion, nickeled fittings.. 43 00
Champion, japanned fittings. 36 00
Grand, nick., Cyco B.B..... 64 00
Grand, jap., Cyco B.B...... 57 00
Grand Rapids, nick., Cyco B.B. 48 00
Grand Rapids, jap., Cyco B.B. 41 00
Parlor Queen, nick., Cyco, B.B. 54 00
Princess, nick., Cyco B.B... 49 00
Standard, nickeled fittings.. 44 00
Standard, jap. fittings 37 00

SIDING, METAL
Standard, galvanzed $8 50
Standard, painted 6 50
Discount 7½%.

Superba, nickeled 140 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS (ELECTRIC)
Steel frame $36 46
Aluminum frame 43 90
Attachments, set 8 25
F.O.B. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 and 10%
Shoe findings list adopted July 5, 1917 .... Net List
List of Capped Goods adopted Jan. 1, 1916. 602and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Canadian Beauty $4 71
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. 0 12

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 16 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 List less 10%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor Giant No. 1 G, doz... 2 70
Jump, No. 1 .... 2 95
Hawley & Norton, No. 1..... 3 45
Newhouse, No. 1 .... 5 00
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $20 80
No. 1, per dozen 18 50
No. 2, per dozen 16 20
No. 3, per dozen 13 85
F.O.B. Newmarket.

TWINE (COTTON)
5-lb. sack, 3-ply, lb...... 0 87
Cones, 3-ply, lb 0 83
Do., 4-ply, lb. 0 87½

VALVES AND COCKS
Compression work, standard.... 28
High grade 24
Fuller work, standard.......... 34
Basin cocks, No. 0, standard... 23
Nos. 1 and 2 23
Bath cocks, compression....... 30
Flatway stop and waste cocks, standard 32
Roundway stop and waste cocks, standard 32
Brass steam cocks, standard..Net list
Radiator valves, standard...... 15
Do., removable seat.......... 10
Globe, angle and check valves, standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Jenkins Globe ....Net
Standard Gate ....Net
F.O.B. Toronto.

Penberthy Brass Valves
Compodisk Valves 5-2½%
Gate Valves 15%
Regrinding Valves 5%
Swing Check Valves ..... Net List

WARES, ETC.
Britannia, 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 40% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list. plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list. plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 25%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Nickel-plated Ware, 50%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in.. $18.00; 1 1-1½ in., 1⅛ in., 1¼ in. 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.....	$3.75	$4.00	$4.00
Section, ½lb., per 100 lbs.....	3.75	4.50	4.00
Solid, 3 to 30 lbs., per cwt.	3.00	3.25	3.10-3.25

WHEELBARROWS
Navvy, steel wheel, doz......$63 00
Garden, steel, doz........... 64 25
Light garden, doz........... 46 80
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

Cut Hay Wire. Per 100 lbs.
No. 9 .... $5 80
No. 10 .... 5 90
No. 11 .... 5 95
No. 12 .... 6 05
No. 13 .... 6 15
No. 13½ 6 20
No. 14 .... 6 35
No. 15 .... 6 50
No. 16 .... 6 65

Stovepipe Wire
No. 18 .... 8 75
No. 19 ....9 25
Fine wire, list plus 20%.

Smooth Steel Wire.
Nos. 0-9 gauge, base 5 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

WIRE STAPLES
Bright Wire, $5.60, base.
Galvanized Wire, $6.35, base.

WRENCHES, STILLSON
6 in., doz.................$12 00
8 in., doz................. 13 50
10 in., doz................. 15 00
14 in., doz................. 21 00
18 in., doz................. 30 00
24 in., doz................. 43 50
36 in., doz................. 81 00

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 160 50
Favorite, No. 511E......... 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 149 00
Challenge, No. 311E 100 30
Discounts from above list 30 and 5 per cent.
Terms—30 days, less 2 per cent. Freight equalized on quarter dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.

WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WIN DOW GLASS.

CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

S

BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TOKONTO

HAVE A

Forwarding Agent in Winnipeg

We have a good warehouse here and are in a position to help you give A1 service to your trade in the West.

We will re-pack, sort and re-ship from your stock here, guaranteeing prompt service, or if desired we will solicit and sell your Western customers.

If you are interested, write for particulars. Bank references furnished.

W. R. JAMES & CO.

47 Henry Avenue East - WINNIPEG

Plow Attached Packers and Harrows

WE MAKE THE BEST LARGE PACKERS SOLD

MULCHER

LEADERS IN OUR LINES

Write for Price List and Catalog

PLOW HARROW

Surface and subsoil also supplied when called for.

CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $4.10; C.B. Caps, $5.20; 22 Short Black, $5.90; 22 Long Black, $7.05; 22 Long Rifle Black, $8.25; 22 Short Smokeless, $6.30; 22 Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regal Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

AXES

Single Bit	$15 50	$16 00
Double Bit		21 50
Broad Axes		55 00

BAR IRON

Bar Iron — $5.00 base; Swedish iron, $8.00; sleigh shoe steel, $5.50; spring steel, $6.00; machinery steel, $8.00.

BARS, CROW. $10.50 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¼c.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 10-10-10% off list.

Standard, 10-10% off list. Extra 10%.

The "double" list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10%; over 6 inch, 7½%; 7-16 inch and larger, 7½%; machine, ⅜ and under, up to 4 inch, 12½%; over 4 inch, net list; 7-16 and over, net list; machine set screws, 40%; plough bolts, 5% on; stove bolts, 50%; shaft bolts, 5% on; tire bolts, 30%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX. Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	42
3 x 3 in.	44
3½ x 3½ in.	46
4 x 4 in.	57
4½ x 4½ in.	84
5 x 5 in.	104

Wrought Steel—

No. 800	20% on list
No. 804	Net list
No, 838	5% on list
No. 840	15% on list

CHAIN

Coil, 3-16 in., $18,50; ¼, $17.00; 5-16 in., $14.25; ⅜ in., $11.25; 7-16 in, $11.00; ½ in., $10.50; 9-16 in., $10.50. Logging, 5-16 in., $15.75; ⅜ in., $12.75; ½ in., $12.00; tie-out, 25%

CHIMNEYS, LAMP

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 60
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 84c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.48; 10 in., $7.20; 12 in., $8.46.

Conductor pipe, 2 in., per 100 ft., $7.56; 3 in., $9.14; 4 in., $12.06.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 25%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	80%
Nipples 4" and under	70%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$13 95	$19 80
26 to 40	14 85	19 80
41 to 50	17 55	22 50
51 to 60	18 45	22 95
61 to 70	19 35	24 30

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.

Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 95
28 Am. or 26 Eng.	10 55
26 Am. or 26 Eng.	10 05
24	9 90
22	9 90
18 and 20	9 75
16	9 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set.......$2 00

Mrs. Pott's No. 50, set....... 2 15

Mrs. Pott's common and iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Heath's	$13 25
Lightning	13 25

LANTERNS

No. 2, plain	$18 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	....
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, ton lots, $18.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.75; cutter, $13.75.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 60
O-Cedar Polish, No. 3	12 60
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire f.o.b. Fort William, $5.40 base; Winnipeg, $5.90 base. Cut f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll

1 in. mesh x 24 in.	$6 65
30 in.	8 08
36 in.	9 50

NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.26, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, per 100 lb.	$24.00
Clipper, unspun, per 100 lbs.	22.50
Plumbers, per 100 lbs.	12 00

OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 10	1 20
Cyclone	1 10	1 20
Navy	1 25	1 45
Triumph	1 35	1 50

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 5 13	$ 7 47
⅜ inch	5 27	7 61
½ inch	7 02	8 73
¾ inch	8 62	11 12
1 inch	13 05	16 43
1¼ inch	17 64	22 23
1½ inch	21 06	26 55
2 inch	28 35	35 78
2½ inch	45 99	58 01
3 inch	60 12	75 87
3½ inch	76 50	96 30
4 inch	90 68	113 40
4½ inch	102 60	130 50
5 inch	119 70	152 10
6 inch	155 70	197 10

PLASTER, Paris, per bbl., $5.25.

PLATES, CANADA

18 x 21 per box, ordinary, $8.75; 18 x 24, ordinary, $8.75; 20 x 28, ordinary, $9.

They See The Can—
Recall The Brand—
And You Record a Sale

Stephens REGISTERED TRADE MARK has already impressed many minds favorably. An average display is all that's necessary to start a train of thought in the customer's mind that leads from your store to an unpainted home. Your cash register becomes the closing link in the series of events suggested by your display of Stephens' Paints. This doesn't happen once—it happens many times. Are you making the most of such opportunities? Have you the right brand of paint? If not, your paint turnover is not all it might be.

Suppose you write us about an agency. There's money in it.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—

	Doz.
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

Bon Ton—

¼ pints	1 35
½ pints	2 10
Pints	3 25
Quarts	5 10
½ gal.	9 00
Gal.	15 00

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROOFING	1 ply	2 ply	3 ply
Klingon	$2 20	$2 65	$3 10
Winner	2 30	2 80	3 30
Comfort	2 45	3 00	3 60
Induroid	2 80	3 60	4 20

ROPE

Sisal, 25½c base; pure Manila, 32¼c base; British Manila, 29¼c base; lath yarn, 24½c base; African hemp, 29¼c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 38	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 49	9 45
2	0 54	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

30% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $16.

SCREWS

Bright iron round head, 70%; flat head, 72½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.

Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $17.20; D.H., Sqr. Pt., $17.20; L.H. Rd. Pt., $17.20; L.H., Sqr. Pt., $17.20; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 4, $20.00; No. 6, $20.50; No. 8, $21.00.

SNATHS—

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$7 55
12 gauge	7 60
14 gauge	7 65
16 gauge	7 75
18-20 gauge	8 55
22-24 gauge	8 40
26 gauge	8 45
28 gauge	8 55

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, nickeled	$127 20
Household, japannel	.....
Superba, nickeled	.....

F.O.B. Jobbers' Warehouses, Winnipeg.

SOLDER. Per pound, 37 to 38c.

SPIKES, BOAT

Pressed, ¼ in., $8.30; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

STAPLES

Bright wire, per cwt., $5.65 at Fort William, $6.15 Winnipeg; galvanized staples, $6.55 Fort William, $7.05 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $5.65. Mild, 3-16, ¼, 5-16, $5.50 base; other sizes, $5.50 base. Band steel, $5.75 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$24 25
20 x 33 I.X. box	33 50
20 x 33 I.C. box	28 75
20 x 33 I.X. box	33 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	7 80	4 55
No. 2	4 80	11 55	6 70
No. 3	6 75	15 40	8 90

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 86
Cotton, 3-ply, balls	0 90
Cotton, 4-ply, cones	0 90
Cotton, 4-ply, balls	0 95

VARNISHES—

Stephens' Luminette, gal.	$3 50
Stephens' Exalite, gal.	4 25

WARES, ETC.—

Scotch Grey, 40-12½% discount.

Colonial Imperial, Pearl, 15-7½% discount.

Premier, Canada, Diamond, plus 7½%.

Whitewear, 30-15%.

Japanned Ware, list, plus 32%.

Japanned Ware, white, list, plus 42%.

Japanned Sprinklers, list, plus 32%.

Stamped Ware, plain, 30-20-2½% discount.

Stamped Ware, retinned, 20-20-7½% discount.

Pieced Tinware, ordinary, list, plus 43%.

Pieced Tinware, copper bottoms, list, plus 62½%.

Sheet Iron Ware, list, plus, 32%.

Light Galvanized Pails, plus 42½%. Tubs, list, plus 42½%.

Heavy Galvanized Pails and Tubs, plus 31%.

Jap. Coal Hods, list, plus 46½%.

Galvanized Coal Hods, list, plus 61%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list plus $1.00.

WASTE

Cream, Polishing $0 22

WHITE

XXX Extra	$0 21
XX, grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED

Fancy	0 17
Lion	0 15½
Standard	0 14
Popular	0 12½
Keen	0 11

Above lines subject to trade discount for quantity.

WIRE, BARB

Lyman, 4-point, $5.75 Winnipeg; Glidden Cattle, 2-pt., $5.55 Winnipeg; Baker, 2-pt., $5.45 Winnipeg; plain twist, cwt., Winnipeg, $7 00 100 lbs.; galvanized, Winnipeg, No. 9, $6.25; No. 12, $6.40; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.45.

Patented screen in 100-ft. rolls $3.25 per hundred sq. ft.; in 50-ft. rolls; $3.25 per 100 sq. ft.

WIRE, PLAIN

Boles ties, 14 gauge, single loop, $7 Winnipeg; $6.50 Fort William.

Brass snare wire, per lb., 90c.

WIRE, ANNEALED

No. 9, $5.79; 10, $5.81; 12, $5.95; 14, $6.15; 15, $6.30; 16, $6.45 per 100 lbs.

WRENCHES (NUT)

Agricultural—	Doz.
6 inch	$6 00
8 inch	7 20
10 inch	8 40
12 inch	10 80
15 inch	14 40

Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES (PIPE)

Stillson—	Each
6 inch	$1 05
8 inch	1 18
10 inch	1 31
14 inch	1 84
18 inch	2 62
24 inch	3 81
36 inch	7 09

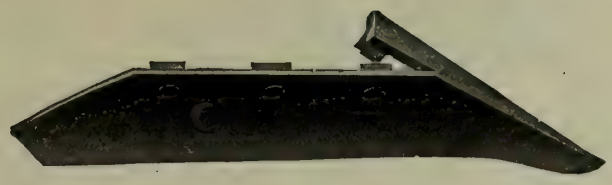
Trimo—	
10 inch	$1 56
14 inch	2 19
18 inch	3 13
24 inch	4 53

	Dozen.	
Always Ready—	Black.	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze. $62.55 per dozen. Reliance.

CRESCENT SHARES



OVER 1,000 PATTERNS. **PERFECT IN FIT AND FINISH**

Sandoval Rolling Coulter
Harrow Teeth

Every Hardware Merchant in Western Canada should have these in stock.

The demand is assured. How is your supply? Better send us your order to-day.

D. ACKLAND & SON, Limited

WINNIPEG ∴ **CALGARY**

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

O-Rib-O
Sanitary Closets

Domestic size, fitted as follows: Galvanized iron body; hardwood seat and cover; body and seat mahogany finished; galvanized iron bucket of 65 lbs. Capacity, fitted with cover; 9-ft. black enamel vent pipe and elbow included. Weight, crated, about 30 lbs.

O-Rib-O Manufacturing Co.
WINNIPEG, MANITOBA

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.

For years the perfect washer

The Eden
ELECTRIC

THOUSANDS of women throughout the country have learned to appreciate the many advantages and economies of washing clothes the Eden way. The **Eden Electric Clothes Washer** is a time-proved success because it washes everything from the heaviest blanket to the most delicate bit of silk or lace by dipping them up or down through hot suds—without wear or tear or rubbing or scrubbing.

The **Eden** makes clothes last five or six times as long because it washes them without rubbing. It saves time, trouble, money and hard work, and has done so in many homes for many years.

Many dealers have taken advantage of the many superior points of the **Eden,** and are handling it to the exclusion of all other makes. They have found it the most profitable machine to handle because it is the one machine that, once sold, stays sold. The **Eden** has no comebacks.

Full Line of Literature on Request.

The Great West Electric Company, Limited

ALBERT STREET - WINNIPEG

Distributors of LACO TUNGSTEN and NITRO LAMPS

1869 **1919**

Golden Jubilee

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Trademark Largest Wholesale — *Behind Canada's Hardware House*

Ashdowns have grown to be the largest Wholesale Hardware Dealers in Canada. There must be a reason.

Early in the history of the West we realized that the Hardware Dealer of the Western provinces had problems to contend with not met with elsewhere.

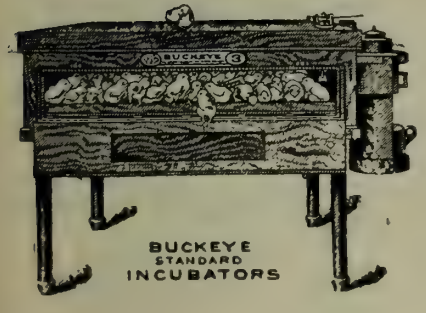
His problems have been ours, too. We know his needs, and with our warehouses situated in **Winnipeg, Saskatoon and Calgary** as to be handy to any Western dealer, we are in a position to-day to render him a very valuable service.

Courteous treatment, quick service and quality in the lines we sell has ever been our aim. The fact that we are sole distributors for some of the most famous Hardware lines bespeaks something of the confidence manufacturers are putting in us.

Here is one of them—

Buckeye Incubators and Brooders

Buckeye Incubators are unquestionably the most successful hatching devices that have ever been placed on the market. Each and every machine is sold under an **absolute guarantee** to hatch more chicks than any other incubator manufactured.



Buckeye Incubators made in seven capacities. 65, 120, 175, 200, 250, 350 and 600 eggs.

The Buckeye Incubators and Brooders need no introduction to the trade. They are unquestionably the most dependable and most widely advertised lines on the market. We consider ourselves most fortunate in securing these machines for our trade.

The Buckeye Oil Burning Brooders are simple in construction and the most inexperienced person can operate them with absolutely satisfactory results.

The Buckeye Coal Burning Brooder grows three chicks where one grew before and saves one-tenth the expense and nine-tenths of the trouble.

There is nothing to know about incubators in order to sell them. We furnish complete operating instructions with each incubator, and guarantee results.

SEND US AN ORDER NOW FOR A SAMPLE TO PUT ON YOUR FLOOR TO ENABLE YOU TO INTRODUCE THE LINE TO YOUR CUSTOMERS FOR THE COMING SPRING'S BUSINESS.

The J. H. Ashdown Hardware Co., Limited

Calgary **Winnipeg** **Saskatoon**

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Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes Ltd., Winnipeg, Man.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
Galt Robe Co., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Wilkinson & Kompass, Hamilton.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.
Pratt & Whitney Co., of Canada, Ltd., Dundas

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

THE
Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
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THE BUYERS' GUIDE

The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & I. J. White Co., Buffaflo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Economy Foundry Co., Ltd., Winnipeg, Man.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CANADIANS MUST BE SQUARE

IN the course of an article in January issue of MACLEAN'S MAGAZINE (now on sale), Mr. Lloyd Harris, who was head of the Trade Mission to Great Britain, makes the important statement that "Canada must develop a high standard of commercial morality—she hasn't that standard now." This is a vitally important article, pointing out the tremendous opportunity for profitable trade in Europe that is open to Canada, but at the same time issuing a grave warning as to what we must do, and must not do, if we are to grasp the golden chance.

Mr. Harris shows the opening for permanent trade connections that has come about as the result of war conditions and the "sentimental preference" that Canada now has in Europe—a preference created by the record of our soldiers. His message is one that every Canadian should read—business man or workingman, exporter or laborer.

Other features found in January MACLEAN'S are:

"Politics Under the Shadow"

Dominion politics are summed up by J. K. Munro in his usual pithy and unsparing style. He tells what is happening in Ottawa where the shadow of an impending farmer invasion hangs over everything.

"The Birth of a Labor Party"

Up to the recent election in Ontario, Canada hadn't a real Labor party. As a result of the return of a solid group of Labor candidates, a new party may be said to have been born. J. L. Rutledge gives interesting sketches of the first Labor members.

"The Woman's Court"

Mrs. Arthur Murphy (Janey Canuck), the first woman magistrate to sit on a bench in Canada, tells of the operation of the first Woman's Court.

"A Woman on the Warpath"

Mrs. Nellie McClung, who has figured on the public platform more prominently than any other Canadian woman, tells interestingly of her experiences, particularly with regard to the campaign in Manitoba against the Roblin Government.

Six Bright Stories by Well-Known Authors

The Thread of Flame—By Basil King.
His Majesty's Well-Beloved—By Baroness Orczy.
Spanish Doubloons—By Camilla Kenyon.
The Fall Triumphant—By C. L. M. Brown.
The Empty Chair—By Alice and Claude Askew.
Winning a Post in Fur Land—By Robert E. Pinkerton.

Keep in Touch with the World

The world is being remade in these trying times and the man or woman who would keep up with the march of events, can do no better than read the "Review of Reviews" department in January MACLEAN'S, in which the best and most interesting articles selected from the periodicals of the world are reprinted in condensed form. Look at the list of articles in this department in January MACLEAN'S:

Britain's Supremacy is Threatened
Japan is Fighting For Her Life
Admiral Reveals Vital Secrets
Germany is Still Dangerous
Can Life Be Lengthened?
How Ole Hanson Was Elected
The Diamond Market Cornered
Balking Life's Handicap
Britain Must Remain Strong Military Power
The Song of the Bolsheviks
Political Chaos in Britain
The New Roosevelt
Death Rate Exceeds Births
Secrets of "Make-Up"
Revolution Brewing in Egypt

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, Toronto.
The A. R. Whittall Can. Co., Ltd., Montreal

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplers, Belt
Strong Machinery & Supply Co., New York, N.Y.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H. Brooklyn, N.Y.

Creepers, Ice
Churchill Mfg. Co., Inc., Lowell, Mass.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Tremont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Collette Mfg. Co., CVollingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
The Can. General Electric Co., Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont
The Steel Co., of Canada, Ltd., Hamilton, Ont

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

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Roofing Specialties

The Standard Brand of prepared roofing from Sydney to Vancouver. Popular priced and a ready seller everywhere.

EVERLASTIC ROOFING CEMENT
for resurfacing prepared roofings.

ELASTIGUM
is the plastic cement for a thousand uses.

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The best Black Carbon Paint on the Canadian market.

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ST. JOHN, N. B. WINNIPEG HALIFAX, N. S.

THE BUYERS' GUIDE

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Streng Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass, Art
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Prairie Chemical Co. of Canada, Ltd., Winnipeg

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co. Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
C. H. Johnson & Sons, Montreal, Que.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

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SHEFFIELD ═══ ENGLAND

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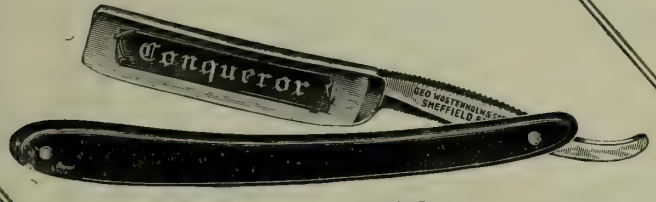

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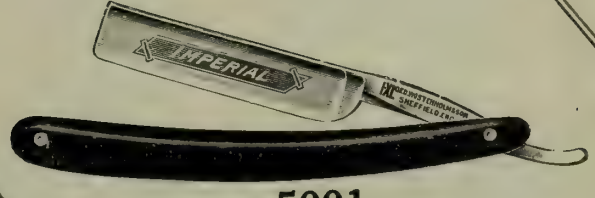

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THE BUYERS' GUIDE

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
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Smith & Hemenway Co., Inc., Irvington, N.J.
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Hinges, Ornamental
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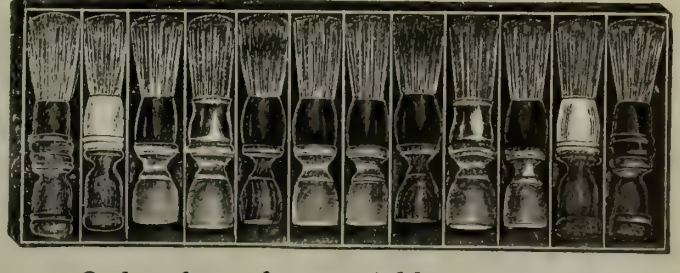

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Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 190 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Barmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Plow Rings
International Malleable Iron Co., Ltd., Guelph

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pumps, Semi-rotary
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
Wiebusch & Hilger, New York.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed

Saws, Crosscut and Band
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Sawset
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Back
The Crescent Co., Meriden, Conn.

Saws, Compass
The Crescent Co., Meriden, Conn.

Saws, Coping
The Crescent Co., Meriden, Conn.

Saws, Butchers', and Kitchen
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Saws, Hack
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Searchlights
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont

Sledges, Blacksmith, Coal, Stone
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Snips (Tinner)
Wiebusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1634 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Power-Planter Co., Woodstock.

Springs
P. L. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.

THE BUYERS' GUIDE

A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks, Storage
Gilbert & Barker Mfg. Co., Springfield, Mass.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

Tires and Tubes, Automobile and Motor Tr
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelp
The Van Dee Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes,
Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
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Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Toboggans
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

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Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

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D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Store Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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The Beautifully Soft and Easily Applied Wall Paint That Will Not Fade or Rub Off

A big seller—SANITONE. Recognized as the most practical and economical paint for decorating or redecorating the home. Walls, ceilings or woodwork painted with SANITONE may be washed repeatedly without harm.

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The Canada Paint Co., Limited

Makers of the famous "Elephant Brand" White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

THE BUYERS' GUIDE

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E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G. Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
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Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kubs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

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Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wrapping Paper
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Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros, Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta
Smith & Hemenway Co., Inc., Irvington, N.J.
The Star Mfg. Co., Carpentersville, Ill.
Tremont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, C

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Another Dunlop Tire Factory Being Rushed to Completion

An appropriation of $1,500,000 has been set apart for building and equipping a new factory in Toronto.

Up to the minute in every respect, this new building will be devoted especially to the manufacture of

DUNLOP CORD TIRES

The demand for **Dunlop Tires** to-day justifies this building. That fact is self-evident. Had it not been for war conditions, the new building would have been up before.

The 1920 **Dunlop Tire** will be even better than the 1919—and last year's output has certainly made fame for the name—Dunlop.

Unassailable Fact No. 1—More dealers than ever are stocking **Dunlop Tires.**

" " No. 2—More car owners than ever are using **Dunlop Tires.**

" " No. 3—More tire users than ever are boosting **Dunlop Tires.**

You might as well get Quality Insurance with your tire purchases; **Dunlop Tires Made-in-Canada not only represent the best that this country can produce, but Dunlop supremacy the world over furnishes the additional security of the "Master Brains of Tiredom."**

Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories: Toronto

Branches in the Leading Cities

Winter Sales and Profits

Regardless of season or weather—the demand for the SHALER 5-Minute Vulcanizer continues.

In severe weather the motorist must insure himself against trouble and delays—and keep prepared at all times for emergency tire repairs.

That is why the repeat-sale profits of the SHALER Patch-and-Heat Units are still coming in fast right now, when other sales are dropping off—and they continue throughout the year.

Millions of SHALER 5-Minute Vulcanizers are now in use. Every one of these motorists needs the SHALER Patch-and-Heat Units right along to use with their vulcanizers.

This tremendous repeat business—repeat profits—comes to the dealers regularly all year long—without effort.

SHALER 5-Minute Vulcanizers are easy to sell. Every sale is only the beginning of a chain of repeat sales for SHALER Patch-and-Heat Units to be used with this vulcanizer.

Your Jobber Sells SHALER Vulcanizers

Place your order with him at once for your winter needs and keep your winter profits up to your summer level. Write us for catalog of the complete line of SHALER Vulcanizers for garages, repair shops and motorists' use.

C. A. Shaler Company, 1500 Fourth St., Waupun, Wis., U.S.A.

SHALER

5 Minute Vulcanizer

Do You Play on the Cash Register Often?

Motorists expect a certain performance of a tire, and if the tires you sell them fall down you have "killed" a good customer. Gutta Percha Tires exceed the expectations of motorists. They have the stamina that ensures dependability. Your customers will appreciate the value they are getting and will come to your store for all their supplies. An up-to-date Tire Department will prove the most profitable branch of your store. Decide to-day to sell your customers the best tires—sell them

Gutta Percha Tires

Do not put off ordering your spring supply. There is nothing as disappointing as losing sales because you have not the goods in stock. We strongly urge every hardware dealer to send in his first order NOW. The winter will be gone before you know it. Then comes the big demand for tires. See that you are prepared to take care of this. Remember Gutta Percha Tires will be like magnets, drawing trade to your store. Display and recommend "The Tires that Give Satisfaction."

Gutta Percha and Rubber, Limited

Head Offices and Factories : Toronto

Branches : Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

Your Tire Business
Are You Building It Soundly?

WITH the numerous makes of tires offered for sale and the inducements presented to persuade you to stock them, it behooves you to investigate each and every claim on the tires' MERITS alone.

A tire to be successful must contain only the very best of material.

Yet, material only is not all; skilled and capable workers must select and apportion the compounds, impregnate the fabric, develop a perfect structure and build the tires step by step, so that strength, even wearing surface, properly moulded treads, and resiliency, may all play their allotted parts in producing a tire that will give service first, last and all the time.

PARTRIDGE TIRES

have proved that they occupy a premier position in the tire world, through their very dependability, based on the high quality of materials used and the skill with which they are assembled.

Sell your customers PARTRIDGE TIRES and build a sound, profitable tire business.

Made in Canada by

The F. E. PARTRIDGE RUBBER COMPANY
LIMITED

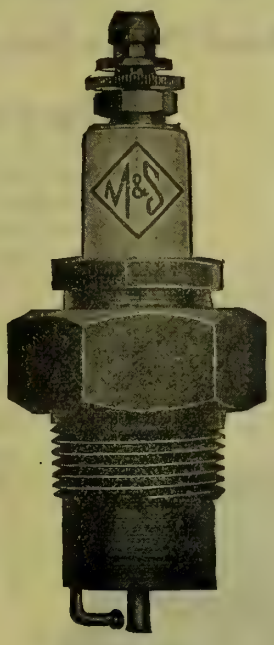
Guelph - Ontario

GAME AS THEIR NAME

Made in Canada

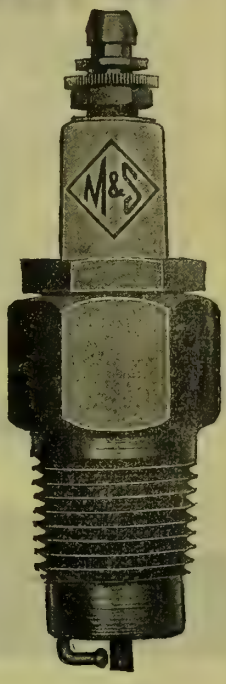
No. 500
½" Standard with Three-in-One Terminal

No. 501
⅞" Standard with Three-in-One Terminal



No. 502
⅞" Long with Three-in-One Terminal

No. 503
⅞" Long with Chevrolet Ball Terminal



No. 506
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Hotter Spark for All Cars

M. & S. Spark Plug No. 500 is Standard Equipment on Model No. 4 Overland

M. & S. three-in-one terminal is adapted to any style ignition wiring. For the Chevrolet there is a special model ball terminal.

Hotter Spark! You can feel the quicker response the moment you start your car—if you have the M. & S. hotter spark!

M&S

The Plug with the Hotter SPARK

The M. & S. ball point, concentrating the current, and thus intensifying the heat, means a larger and hotter spark.

You can feel your car answer to the better ignition and more complete combustion. It's great! Alone this hotter spark justifies a trial of M. & S. Plugs.

The high grade porcelain has perfect chemical glaze unaffected by heat. High heat test ensures against spark troubles. And mark this—

M. & S. porcelain is *interchangeable.* One Porcelain fits all plugs.

One - piece Centre Electrode of 97% nickel-steel eliminates the danger of carbon fouling.

M. & S. Plugs are Canadian made by Canadian workmen. Nothing but very highest class materials and workmanship.

Our hard and fast guarantee means just what it says—complete satifaction or free repair or replacement.

No. 504
Regular with Three-in-One Terminal and Gaskets

No. 505
Porcelain with Chevrolet Ball Terminal and Gaskets

Dealers! Order from your nearest Jobber or write us direct for descriptive circular

Machine & Stamping Co., Limited

Commercial Dept.—Russell Motor Car Company, Limited,

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51

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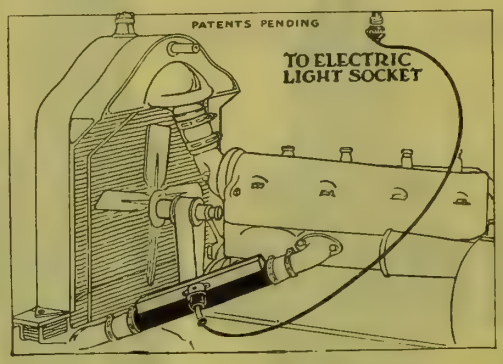
Makes Easy Sales for the Dealer



Mayall Motor Heater

Thousands have been sold. Installed in the circulation system of a car, the Mayall Motor Heater keeps the engine warm for the morning start—ready for instantaneous service in any garage under all weather conditions.

This useful auto help can be installed on any standard car in ten minutes and is quickly attached to electric light socket.

Amply protected by patents granted or pending, and sold under a positive guarantee.

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This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

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Makers of the celebrated CLASCO Lamps for Motor Cars

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Pressed Steel and Brass Grease Cups
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The CANADIAN WINKLEY CO., Ltd.
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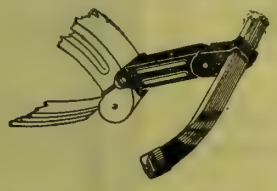
Hardware, Automobile and Accessory Dealers

Our line of Bumpers are the most complete in the world and we are open to fill your orders as we have all our material in stock and can guarantee delivery.



Diamond Rod Bumper Fitall Attachments

We manufacture all lines of Bumpers, Round, Diamond and Channel Bars in all sizes, and Spring Steel Bumpers in 1¾ and 2 inch with Fitall, Hook, Bolt and 3 Leaf "V" Bolt Attachments.

Our Mr. Struthers will be at Windsor Hotel, Montreal, Que., during Automobile Show, January 17 to 25 and would be pleased to show you the line.

If not going to be at Montreal Show drop us a line to forward you a catalogue.

CONCRETE BUMPER CO.
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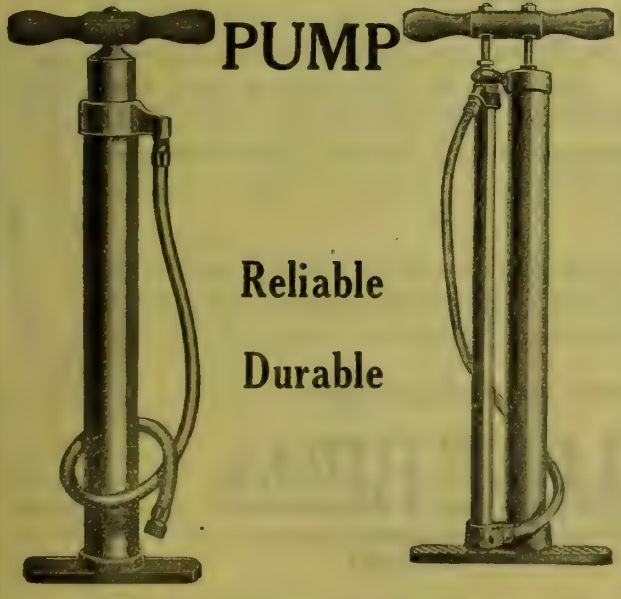
Insist on Getting a

TALLMAN TIRE PUMP

No. 1 No. 2



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Durable

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"SPHINX"

England's Most Durable Plug

interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

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Head Office: Ryrie Bldg. Toronto
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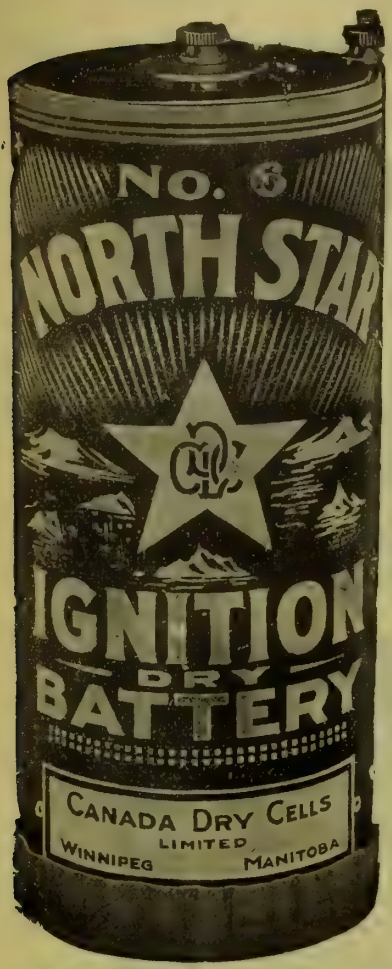
Manufacturers:
Sphinx Mfg. Co.
Birmingham, England

'SPHINX'

England's most Durable Plug



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The element required in an ignition battery is length of life—service—it must do the work required or it must be cast aside to be replaced by a satisfactory—an **efficient** battery.

In North Star Dry Cells your customer gets a thoroughly efficient battery in every sense of the word.

He will always come back to you, because in selling North Stars, your customer always gets what he pays for—**service.**

The Western Battery for Western Need.

Order through your Jobber.

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saves tires from going to the junk pile. "2 in 1" Cut Filler is a heavy liquid rubber for filling small cuts in casings and solid tires. Lengthens the life of the casing and tire. Easily applied. The motorist can repair his own tires. This is one of the famous Dutch Brand Products you should be selling. Our attractive counter display stand will make sales for you.

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Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties

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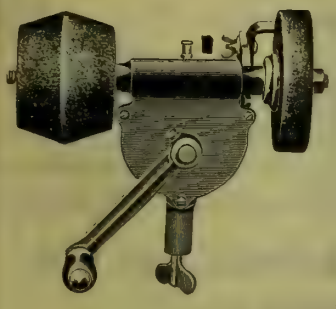
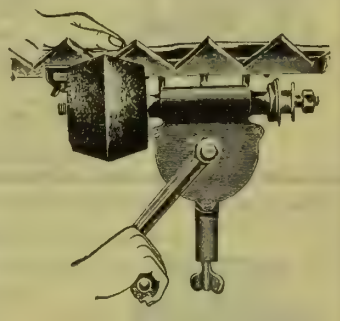


Perfection Grinders



No. 30 and No. 31 are great sellers for shops and farm use. No. 30 is a sickle grinder that appeals at first glance to every possible user. The sickle wheel is 4¼ inches diameter. No. 31 has a sickle wheel 4¼ inches and attachment, and 5-inch tool wheel. These excellent grinders are fitted with ball bearings, and provide a neat, efficient machine that satisfies. They'll pay you to sell.

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SELLS TO ALL MOTORISTS

A complete tube repairing outfit, Locktite Auto New-Matic Patcher permanently seals a rip or blow-out in a jiffy.

Are you in position to supply motorists with this new method of making a hard job easy.

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A few of the Patchers displayed on your counter will sell themselves.

Write for our dealer proposition.

LOCKTITE PATCH CO.
Windsor, Ont.
American Plant, Detroit, Mich.

The Real Ankle Support That Makes Others Look Like Imitations

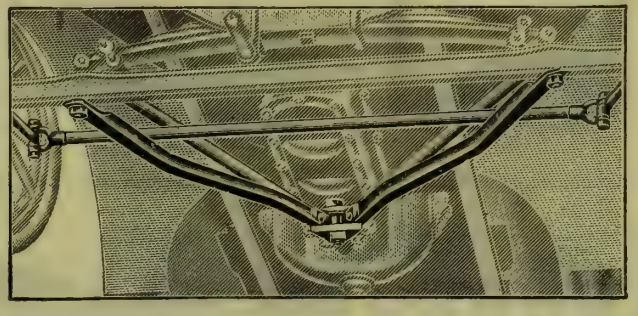
Sell Perfection Ankle Supports—the only sure and comfortable ankle support on the market.

Made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply can not bend sideways.

You'll sell more skates this winter as well as supports if you handle this line.

Write us for prices.

Owen Sound Steel Press Works, - Owen Sound, Ont.



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Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

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Also Step-ladders, Ironing Boards, Curtain Stretchers, Hercules Wire Stretchers, Reversible Drip Tub-stands, Clothes-bars, Eureka Post Hole Diggers, Malleable Iron Tank or Silo Lugs and Well Points.

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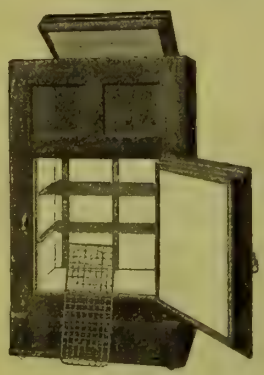

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It has stood for Accuracy since 1860

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ACCURATE THERMOMETERS

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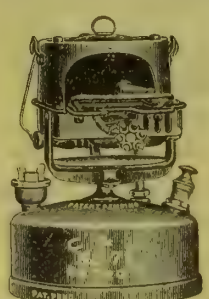

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Here's a perfect Fire Pot. Mechanics call it the hottest fire pot made. It is made strong and durable and is in great demand.

It's too well made to describe at length here. It will melt a pot of lead and heat a pair of 12-lb. coppers quickly at the same time, in wind, rain and storm. C. & L. will sell all the time and make you glad you stocked them.

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Every belt user in your town is a prospect for this line so why not go after them?

Every can you sell makes a friend for you.

"Maple Leaf" is the best for all kinds of belts.

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DOMINION BELTING COMPANY, LIMITED

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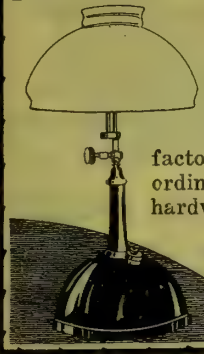

rivals the world's lighting—
a boon to rural Canada.

The "Safetee" is a guaranteed safe, self-operating gasoline lamp, satisfactory under all conditions. Light with ordinary match. A good profit for hardwaremen.

Write for full particulars.

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May we say that we are looking forward for better things in the year we are just entering upon.

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All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

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Special Steel Stampings

Send us your requirements and we will give you

Quotations

Homer & Wilson

Lancaster Street
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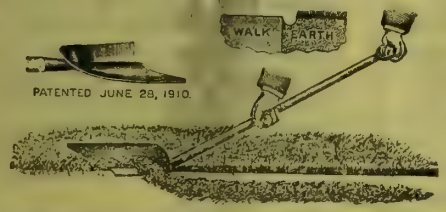

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Easy working; leaves a clean, straight edge. Durable, profitable, rightly priced. Most jobbers will supply you.

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We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

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"NORCROSS" Cultivator Hoes

Have "Built-in" Selling Points

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NORCROSS work close up to plants safely; they come in sizes to suit anyone; the 5-prong size may be easily attached to a wheel plow. Handsome, durable and profitable.

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RAINPROOF COLOR
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"Turns Waste into Profit"
12 SIZES
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NOW!
JOBBERS HAVE LARGE STOCKS

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS
We will be pleased to give you our estimate on you next order.
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FOR STOCK *Retail Prices*
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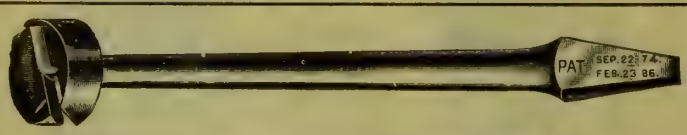

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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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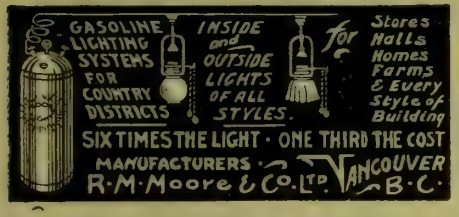

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The original double twist auger bit, patented by Mr. Russell Jennings in 1855.

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are made in many styles and to fit all kinds of Shelving.

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Will solve your sodering problems. It will soder any metal to any metal (including aluminum). It makes a joint three times as strong as muriatic acid flux. Remember—A Sodered Joint is no stronger than its Flux.

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Send for wholesale price and catalog.

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is the finish, the last word to beautify, protect and to enhance the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers, and prevents trespassing. It is built of open hearth steel wire, galvanized, and when not otherwise ordered, we paint all fencing with a coat of high grade white or green paint. It looks well and lasts long. **Send for Catalog** of many designs, also Farm and Poultry Fencing. A complete line for all purposes.

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Does the work of a good monkey or pipe wrench. Made of a forged steel bar case hardened throughout. Construction has double strength. A time saver. Does away with carrying two wrenches. Guaranteed. Sell them and better please your customers. Write for prices.

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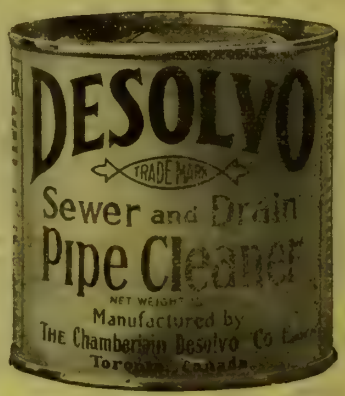

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List Price, $21.20.
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Produces a steady blue flame of intense heat in winter weather. These C. & L. Fire Pots and Torches are a joy to the mechanics. That's why they sell so well. They make mechanic's work shorter and easier under all weather conditions. The No. 21 has patented automatic pump, dust proof cap on filler plug and cushion protection band at base of tank.
Try it. You will be pleased. Jobbers supply at factory price.

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Detroit, Mich. U.S.A.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
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Babbitt Metals
Guaranteed Solders

Also Pig Lead, Banca Tin, etc.
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IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

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MISCELLANEOUS

STOVE REPAIRS SUPPLIED FOR GARLANDS, Pen Esthers, Acmes, Crown Hurons, Supremes, Coronas, Renowns, Silver Kings, Grand Ideas, and all kinds of stoves and ranges. For full list and prices write Grundy Bros., Strathroy, Ont.

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EXPERIENCED HARDWARE MAN OPEN FOR immediate engagement; wholesale or retail. First class references. Box 625, Hardware and Metal.

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FOR SALE—HARDWARE BUSINESS ABOUT $6,000 stock, turnover $18,000; twelve years' established. W. H. Rumball, Victoria Harbor, Ont.

For sale at reasonable prices, Genuine Swedish Iron Bars, full assortment of sizes. Apply Dillon Crucible Alloys, Ltd., Welland, Ont.

A.B.C. Member

Hardware and Metal is the only Hardware Paper in Canada with circulation audited by the Audit Bureau of Circulations.

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HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

If you will do this, you will use HARDWARE AND METAL too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

INDEX TO ADVERTISERS

Ackland & Son, D. 99
Acme Waste Mfg. Co. 132
Allen & Co., L. B. 131
Allway Oiler Mfg. Co., The 30
American Enamelled Products Co. . 19
American Pad & Textile Co. 20
Ashdown Hdwe. Co., J. H. 101
Atkins & Co., E. C. 23

Banwell Hoxie Wire Fence Co. ... 132
Barnett Co., G. & H. 43
Barrett Co., Ltd., The 107
Barton Netting Co. 30
Beatty Bros., Ltd. 91
Bemis & Call Hdwe. & Tool Co. .. 132
Brett Co., The 103
Berry Bros. 81
Bissett & Webb, Ltd. 131
Boeckh Company, Ltd., The 79
British Smelting & Refining Co. .. 41
Brown & Sharpe Mfg. Co. 21
Butcher & Co., J. H. 131
Butterfield & Co. 33

Calendar Mfg. Co., J. 131
Cameron & Campbell 130
Canada Cycle & Motor Co. 87
Canada Decalcomania Co. 131
Canada Dry Cells, Ltd. 126
Canada Foundries & Forgings, Ltd. 15
Canada Metal Co. 87
Canada Paint Co., Ltd. 117
Canada Steel Goods Co., Ltd. 13
Can. Lamp & Stamping Co. 124
Canadian Wm. A. Rogers Co. 14
Canadian Tube & Iron Co. 31
Canadian Winkley Co., Ltd. 124
Cane & Sons, Wm. 30
Caron Bros. 130
Carter White Lead Co., Ltd. 113
Cavenhill, Learmont & Co. 35
Chamberlain Desolvo Co. 132
Channell Chemical Co. Inside front cover
Chicago Spring Butt Co. 31
Christiansen Implements, Ltd. 95
Clayton & Lambert 128-132
Climax Baler Co. 130
Coghlin, Ltd., B. J. 130
Collette Mfg. Co. 30
Concrete Bumper Co. 125
Crescent Co., The 43
Crane, Limited 132
Crowley, C. R. 130

Davidson Mfg. Co., The Thos. 24
Diamond Saw & Stamping Works .. 131
Dominion Belting Co. 128
Dominion Linseed Oil Co., Ltd., ... 83
Dominion Cartridge Co. 44
Dominion Sheet Metal Corp. 93
Doon Twines, Ltd. 131
Dorken Bros., Ltd. 32
Dowswell, Lees & Co. 4
Dunlop Tire & Rubber Co. 119

Eddy Co., Ltd., The E. B. 22
Edelmann & Co., E. 11
Evans, W. T. 131
Excelsior Wire Co. 130

Frost King Weather Strip Co. 130
Frost Steel & Wire Co., Ltd. 5

Galt Robe Co. 9
Gendron Mfg. Co. 32
Geneva Cutlery Co. ..... Back cover
Gilbert & Barker Mfg. Co. 17
Gipe-Hazard Co., Ltd. 129
Glidden Co., The 85
Goodyear Tire & Rubber Co. 12
Graham Nail Works, The 113
Greb Co., The 130
Great West Electric Co. 100
Great Western Smelting & Refining Co., The 102
Guelph Spring & Axle Co. 131
Gutta Percha & Rubber Co. 121

Hamilton Gas Mantle Co. 129
Hamilton Stamp & Stencil Works.. 131
Hamilton Stove & Heater Co. 6
Harris & Co., Ltd., W. 31
Hobbs Mfg. Co., Ltd. 95
Homer & Wilson 129
Hoyt Metal Co. 41
Hutton & Co., James 129

Imperial Bit and Snap Co. 129
Imperial Varnish & Color Co. 105

James & Co., W. R. 95
Jacobs Mfg. Co., The 20
Jardine & Co., A. B. 32
Jenkins Bros., Ltd. 24
Jennings Mfg. Co., Russell..... 131
Johnson & Sons, C. H. 26

Kinzinger, Bruce & Co. 131
Korn Razor Mfg. Co., Geo. W. ... 32
Kribs Co., Ltd., Wm. A. 25

Laidlaw Bale Tie Co. 32
Lamplough & Co., F. W. 130, 131
Landers, Frary & Clark 2
Line & Kimball 127
Lewis Bros., Limited 3
Locktite Patch Co. 127
London Rolling Mills Co. 39
Ludgate, Ryder & Thomas Co. 48
Lufkin Rule Co., of Can., Ltd. ... 134
Lundy, A. R. 31

A. Macfarlane & Co., Ltd. 109
Martin Co., The L. 39
McArthur & Co., Alex. 113
McDougall & Co., R. 39
McClary Mfg. Co. 10
Machine & Stamping Co., Ltd. 123
Meakins & Sons, Ltd. 111
Merchants Hardware Specialties, Ltd. 108
Metal Shingle & Siding Co. 29
Mica Co., of Canada 131
Moore & Co., Ltd., Benjamin 77
Moore & Co., Ltd., R. M. 131
Morrison Brass Mfg. Co., James ... 27
Motor Sundries, Ltd. 124
Myers & Bros., F. E. 39
Myers Co., C. A. 131

Nagle Mfg Co., H. 26
National Cash Register Co. 18
National Stamping & Elec. Works . 129
Niagara Falls Metal Stamping 28
Nicholson File Co. 29
Norcross & Sons, C. S. 129
Northern Bolt, Screw & Wire Co., Ltd. 38
Northland Ski Co. 127
Nova Scotia Steel & Coal Co. 39

Oakey & Sons, Ltd., John 129
O-Rib-O Mfg. Co. 99
Owen Sound Steel Press Works .. 127
Ottawa Paint Works, Ltd. Inside back cover
Otterville Mfg. Co. 128
Owl Metal Co., Ltd. 130
Owen Sound Wire Fence Co., Ltd. 131

Paulin, H. & Co. 130
Parmenter, Bullock & Co. 26
Partridge Rubber Co. 22
Peterborough Canoe Co. 131
Pink & Co., Thos. 38
Prairie City Oil Co., Ltd. 99
Prentiss-Habers Stove Co. 37
Progressive Mfg. Co. 130

Ramsay & Son, A. 89
Reed & Coombs 131
Reed & Co., George W. 38
Remington U.M.C. of Can., Ltd. Front cover
Rice, Lewis & Son, Ltd. 1
Rideau Specialty Co. 130
Rock Island Mfg. Co. 38

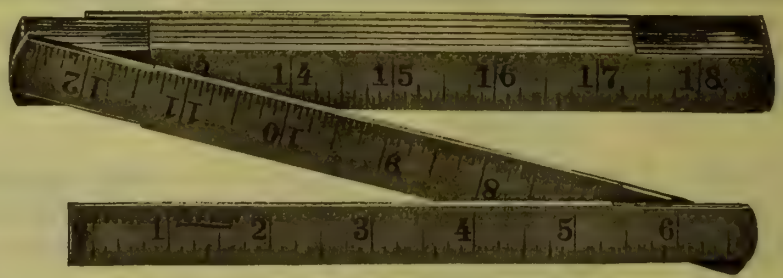
St. Mary's Wood Specialty Co. ... 131
Sanderson Harold Co. 128
Sand Sons, J. 128
Saskatchewan Glass & Supply Co. . 103
Schultz Mfg. Co., Ltd. 27
Sherwin-Williams Co., of Canada, Ltd. 66-67
Shaler Co., C. A. 120
Shurly Co., T. F. 43
Simms & Co., T. S. 81
Smith & Hemenway Co., Inc. 96
Sphinx Mfg. Co. 125
Standard Paint & Varnish Co. ... 111
Standard Tube & Fence Co. 128
Stanley Rule & Level Co. 8
Stanley Works, The 46
Star Specialty Mfg. Co. 127
Starrett Co., L. S. 16
Stephens & Co., G. F. 97
Still Mfg. Co., J. H. 36

Tallman Brass & Metal Co, Ltd. . 125
Taylor-Forbes Co., Ltd. 36
Toronto Plate Glass Importing Co. . 95
Trees & Co., Samuel 91
Trimont Mfg. Co., ... 41
Turner & Sons, J. J. 128

Union Iron & Metal Co. 28
United States Sand Paper Co. 28

Van Cleef Bros. 126
Vaughan & Bushnell Co. 28
Vol-Peek Mfg. Co. 26

Washkosh Sales Co., ... 23
White & Colquhoun 40
Wilder Pike Thermometer Co. 128
Wilkinson & Kompass 132
Wilckes-Martin-Wilckes 131
Wilkins, Co., Geo. H. 130
Western Hardware Co. 40
Wiebusch & Hilger, Ltd. 94
Wilt Twist Drill Co. of Canada, Ltd. 7
Woods & Co., Walter 40
Wostenholm & Son, Geo. 109
Wrought Washer Co. 40



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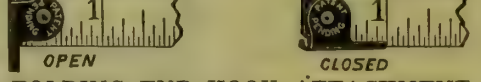
Made in Canada

THE LINE YOU SHOULD CARRY
EXCELLENT ASSORTMENT

ASK YOUR JOBBER
PROMPT SERVICE

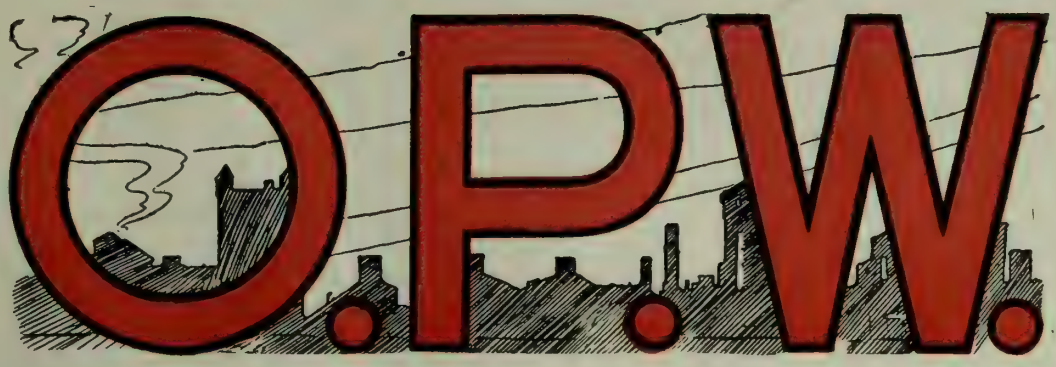
Flexible, tough sections, with brass-plated joints smooth-working yet firm and hold the rules up properly to their work.



FOLDING END HOOK ATTACHMENT

This is an improved and exclusive feature supplied on any of *LUFKIN* Spring Joint Rules at a fraction of additional cost. Just the thing for taking measurements out of arm's reach. Handy for any work.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



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OTTAWA PAINT WORKS LIMITED

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Facts That Sell Razors

All barbers shave themselves and customers with one type of razor—the GENCO Type. Professionals wouldn't every one of them use regular razors, if a better tool for shaving purposes had ever been discovered.

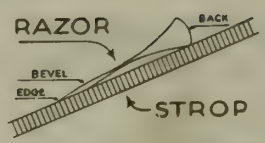
Now, when a man buys a regular razor, he wants a good one and a good one means one that he can strop easily. Put a GENCO in his hand. The man doesn't live who can resist the beautiful steel in it. And as for stropping—well, note yourself and call your customers' attention to its three special features. It is built with a broad back; its blade is hollow ground; its edge is backed up by a slight but vitally important bevel. These three features complete a blade bound to go against the strop at the scientifically correct angle.

Anybody can strop a* GENCO *Razor.

A few light strokes and there's a keen, professional shaving edge.

Mentioning these facts changes GENCO Razors into money. You take a good profit. And our sweeping guarantee—"GENCO Razors must make good or we will"—quickens sales and makes thoroughly satisfied customers for you.

Our handsome GENCO *Display Cabinet may be had free with your first order. Write us for information about it to-day*



Note how GENCO Razors meet the strop in just the proper way to assure a perfect shaving edge. The bevel lends backbone to the edge and guides it on the strop.

Geneva Cutlery Corporation
159 Gates Avenue **Geneva, N. Y.**
Largest Manufacturers of High-Grade Razors in the World
New York City, 160 Broadway
San Francisco, Sheldon Bldg.
Chicago, Ill., 8 So. Dearborn St.
Winnipeg, Can., 332 Bannatyne Ave.

Genco RAZORS

Reg. U. S. Pat. Off.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII
No. 3

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA

JANUARY 17
1920

FILE COPY

Sell Files Without Effort

You can spend time explaining to customers why an article is "just as good," or you can offer them an article that they know to be of standard quality.

It isn't hard to decide which is the most profitable to you, however.

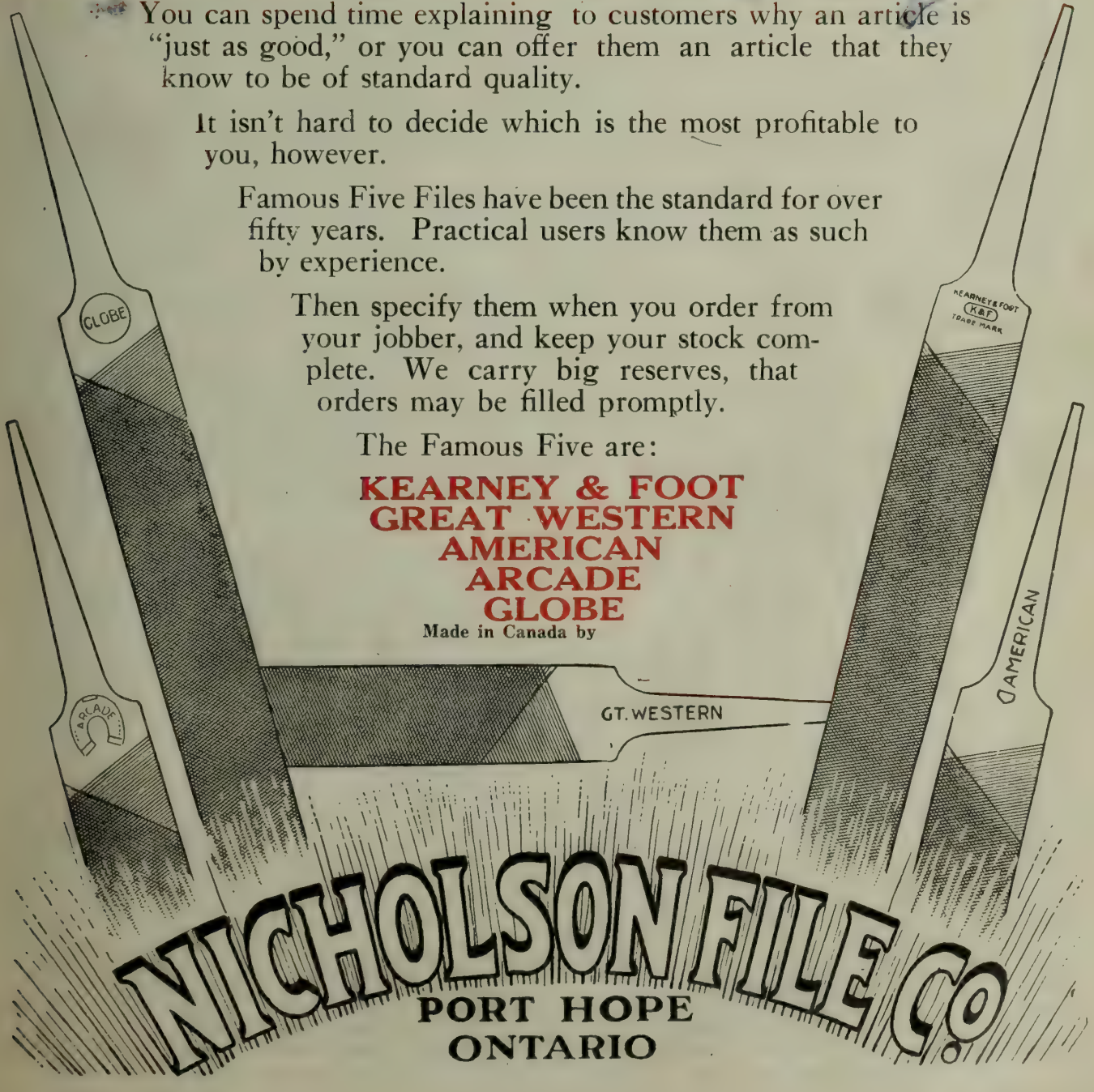
Famous Five Files have been the standard for over fifty years. Practical users know them as such by experience.

Then specify them when you order from your jobber, and keep your stock complete. We carry big reserves, that orders may be filled promptly.

The Famous Five are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



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Outsells All Other Makes

THE hardware man who is a good merchandiser cannot overlook CLIMAX CLEANER for Wall Paper, Window Shades, Flat Tint Walls, Cretonnes, etc.

1—The demand is established. CLIMAX sales exceed those of all other makes combined. It is an indispensable article to millions of housekeepers and recognized everywhere as the very best cleaner made.

2—Sales volume is certain. Any one can use CLIMAX—almost everybody does use CLIMAX every season, Spring and Fall. More people are using it universally every day. They do not wait for house-cleaning time, they know Climax can be used at any time, and their walls and ceilings cleaned over again.

3—Profit is good. The margin is large, the turnover quick. No sales effort needed. No time wasted talking Climax. No come-backs—No dead stock.

Order Climax Cleaner now through your regular jobber. March, April and May are the big selling months. Meet the demand, stock Climax Cleaner. Feature Climax Cleaner. It pays.

CLIMAX meets all requirements of a particular public. Give your customers the best, CLIMAX.

THE CLIMAX CLEANER MFG. CO.

For 25 years the largest exclusive manufacturers of Wall Paper Cleaner in the United States.

CLEVELAND, U.S.A.

There is a constant demand for a Good Paint Cleanser. Fill this demand with Climax Paint Cleanser. A Cleanser of unequalled merit. When ordering Climax Wall Paper Cleaner, include a small trial order for Climax Paint Cleanser. Means more profit for you. 12 oz. packages. 50 to a carton.

HARDWARE AND METAL, January 17, 1920. Volume XXXII., No. 3. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

HOWLAND'S
SAMSON
(TRADE MARK REGISTERED)
QUALITY
H.S. HOWLAND SONS & CO. LIMITED
TORONTO

SAMSON
ROOFING

The Samson trade-mark on this roofing is our word that it is as good as it can be made.

The label does not make the roofing any better, but it gives confidence in its worth because our guarantee which goes with each roll is backed up by its reputation for reliable service on the roof.

IN THREE WEIGHTS
1-PLY, 2-PLY, 3-PLY

H. S. Howland, Sons & Co.
LIMITED
TORONTO

UNIVERSAL ALUMINUM WARE

Once Seen — Quickly Sold

UNIVERSAL Aluminum Ware is new in design—new in quality—concepts—new in sanitary features—new in selling possibilities.

Every utensil a strictly quality product

A Few Features of Universal Betterness

Bodies of pots, pans and kettles are gracefully formed, seamless and leak-proof. No sharp angles, cracks or crevices to collect dirt, grease or grime.

Extra large, extra strong, close-fitting beads.

Handles doubly braced for double strength—made of cold rolled steel, heavily tinned.

Bails stand at any angle away from the heated vessel.

Ears with straight edges easy to keep clean—made of cold rolled steel.

Pure aluminum spouts welded to bodies.

Three sizes of knobs, a UNIVERSAL refinement, and having the white line of distinction.

UNIVERSAL
DEEP PIE PLATE
No. 5710

UNIVERSAL
CONVEX KETTLE
No. 156

UNIVERSAL
DAIRY PAN
No. 412

UNIVERSAL
TEA KETTLE
No. 265

Every Utensil Bears the Stamp

The Trade Mark known

UNIVERSAL

in Every Home

UNIVERSAL
DOUBLE BOILER
No. 232

The stamp of satisfaction that has become so well-known to every housewife using one or more appliances bearing this trade mark.

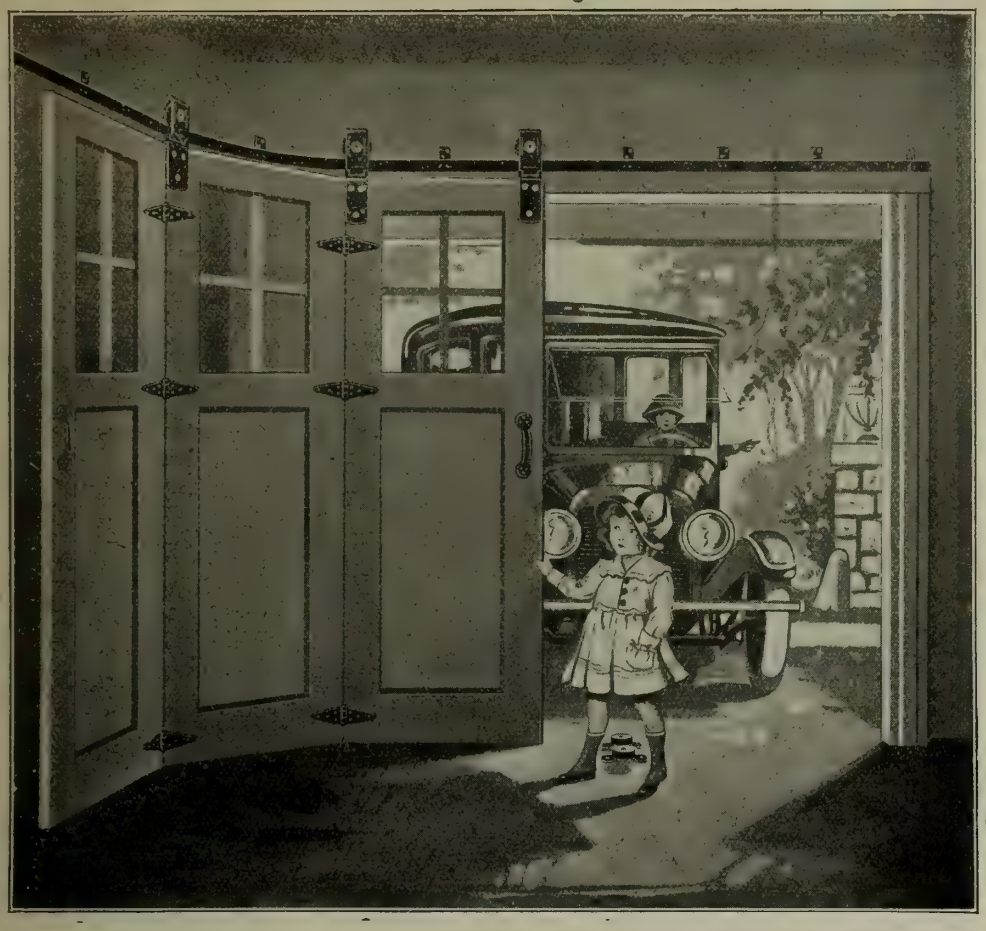
UNIVERSAL Aluminum Ware is being nationally advertised. Your local customers will respond to the advertised betterness of UNIVERSAL utensils. They will ask for the goods. Don't let them ask in vain.

This line is backed by a merchandising policy as liberal and clean as the ware is sound.

Canadian Representative: A. MACFARLANE & CO., Montreal, Quebec

LANDERS, FRARY & CLARK

NEW BRITAIN CONNECTICUT



The Set Includes:

3—*Special Swivel Door Rollers.*

22 *Feet of Track.*

3—*Pairs Special Garage Door Hinges.*

3—*Stay Rollers (Floor Guides).*

2—*Extra Heavy Garage Door Handles.*

1—*Safety Hasp (For Fastening Doors Outside).*

1—*Hook and Eye (For Hooking Back Swinging Section Inside).*

The track comes in separate bundles—2 eight-foot and 1 six-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box.

9000 Autos Being Built Daily!

Every Auto Must be Housed

Information from reliable sources puts the automobile daily output at that figure. This means that there are enormous opportunities for the sale of garage hardware.

Hatch Garage Door Outfits

are sensible, practical and made with exacting care. They are exceptionally easy to apply and full directions are packed with each set. Slamming and sagging of the doors is impossible and snow and ice cannot interfere with their working easily and reliably.

The Hatch Set is easy to sell and profitable.

Suppose You Write Us

Canada Steel Goods Co., Limited

Hamilton :: :: Canada

When We Work Together

The attraction of the consumer to your store is our chief concern when we work together. The possibilities of go od, clean, quick sales lie in the applica tion of our combined concentrated force behind them. Haphazard application of selling principles only bring haphazard results. Thus it is that the successful dealer recognizes the virtue of linking up with McClary's complete organization and induces him to handle the "Famous" line of Stoves, Ranges and Furnaces.

McClary's
"Bon-Accord" Range

The new range with the four dominating features:—

I—The large Reservoir.

II—A big, roomy Oven.

III—A capacious Firebox for use of wood.

IV—An unusually large open cooking surface.

The style is Mission—square finish throughout. Cast-iron construction. A handsome, dignified, efficient-looking range, one of McClary's best.

McClary's
Sofco Sunshine Pipeless Furnace

The modern method of heating the home through one large register—the evolution of the old-fashioned base-burner into an up-to-date heating plant. An innovation accepted during the last decade by thousands of householders. McClary's Pipeless is the result of mature consideration by our heating experts after many scientific tests. Learn more of it, you will be sure to be asked about it.

Write us so that you may use us.

McClary's

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN, N.B.
HAMILTON CALGARY SASKATOON and EDMONTON

I·XL RAZORS

GEO. WOSTENHOLM & SON

SHEFFIELD ═══ ENGLAND

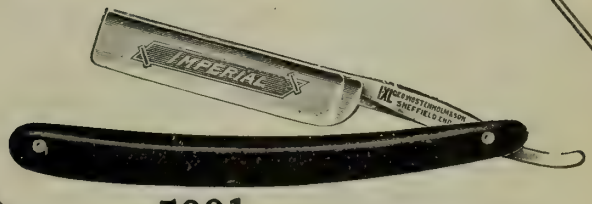
Geo. Wostenholm and Son, of Sheffield, Eng., are now making substantial shipments of these three popular brands of Razors to all the leading jobbing houses in Canada.

Our modern methods of manufacture permit us to turn out the highest of quality and finish.

Only the finest grades of razor steel are used, and special attention is given the tempering, grinding and general workmanship by a selection of the most skilled mechanics in the world.

2000

1000



5001

No retailer should now be without a display of I-XL cutlery.

Every article is fully guaranteed.

Build your reputation on a brand that speaks for itself. The only line of cutlery that is stocked by every leading hardware house from coast to coast.

I-XL cutlery creates satisfied customers, adds to the reputation of your business, and saves time in making sales.

Place your order now with your local jobber and make sure of being supplied for your spring quirements.

A. MACFARLANE AND COMPANY Ltd.

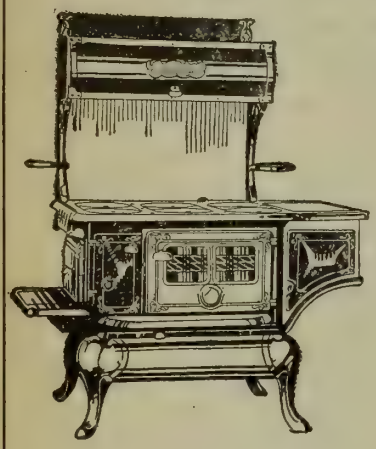
MONTREAL, QUEBEC

Sole Agents for Canada

Your Customer's Viewpoint

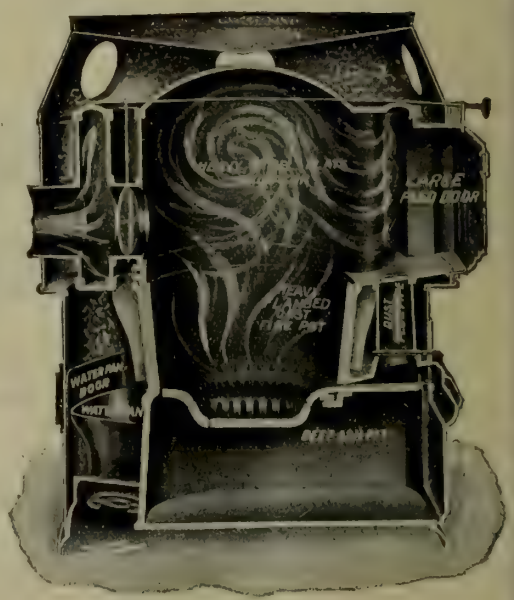
TO successfully build up a stove and furnace business requires more than just merely carrying these articles in stock and waiting for possible customers to ask for them.

The successful dealer adopts aggressive sales methods — he takes advantage of his window space—he uses strong and sales-compelling arguments on his display cards; in other words, he views the goods from the customer's standpoint and asks himself the question, "Why should I buy this particular Range or Furnace?"



SOUVENIR RANGES
NEW IDEA FURNACES

are goods of merit—they are backed by seventy-five years of successful manufacturing. Constant experimenting and study have enabled us to embody in our Ranges and Furnaces every modern convenience—thus helping the busy housewife to get the best results with a minimum expenditure of labor.



Economy of fuel is provided for through the proper arrangement of dampers. Even distribution of heat—a steady oven in Souvenir Ranges is guaranteed—a dependable oven that gladdens the housewife's heart. Large and roomy fire boxes that consume every atom of coal without waste is also a feature in our Ranges and Furnaces—quite an item considering the price of coal to-day.

Whenever you sell a Souvenir Range or a New Idea Furnace you do so with the assurance that they are backed by a reputable concern and one that does make good its claims.

Write us for prices and particulars. We will be pleased to hear from you.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

WILT

HIGH SPEED AND CARBON TWIST DRILLS

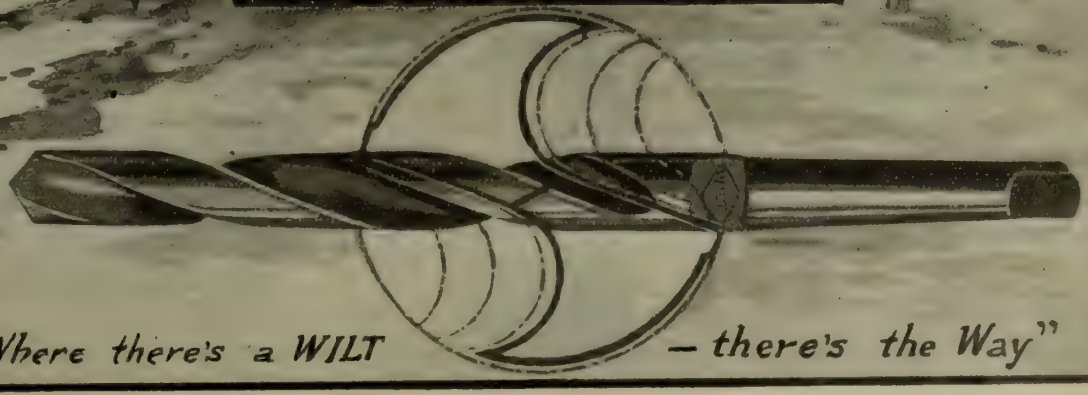
REAMERS AND MILLING CUTTERS

Quality First

A High Standard of perfection is maintained throughout the various processes of manufacturing **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters. QUALITY FIRST** is the corner stone upon which all **WILT** products are built.

Wherever the name of **WILT** is known there the utmost in **Tool Efficiency** is realized. Good mechanics **Buy** the name, and progressive dealers **Know** of its great sales-creating value. Sell **WILT Products** for greater profits and more satisfied customers.

WILT TWIST DRILL COMPANY
OF CANADA, LTD. WALKERVILLE, ONT.
London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England.



"Where there's a WILT — there's the Way"

The owner says

"There's something about a Starrett Tool that appeals to a good mechanic. I mean something beyond their reputation for accuracy. Take a Starrett 'mike,' for instance. It *feels* as though it was made by a man who knew what he was doing.

"Starrett Tools and good mechanics seem to go together. I don't know whether it's the tools that make the mechanics or the other way around, but I do know that when I see a man with a good kit of Starrett Tools I feel that there's a chap that shows that he appreciates good work. It sort of leads me to expect that the work he does will be as good as the tools he uses.

"I suppose that pretty nearly every tool manufacturer in the country has got some of his tools in this shop, but I've noticed, especially among the toolmakers and expert machinists, that there seem to be more Starrett Tools used than all the other makes put together.

"What? Of course any of the tools we buy ourselves are Starretts, wherever it's possible. When I was a machinist I bought Starrett Tools for my own use and I believe in giving my men as good tools to work with as I would use myself."

Starrett Tools

42-10

The L. S. STARRETT COMPANY

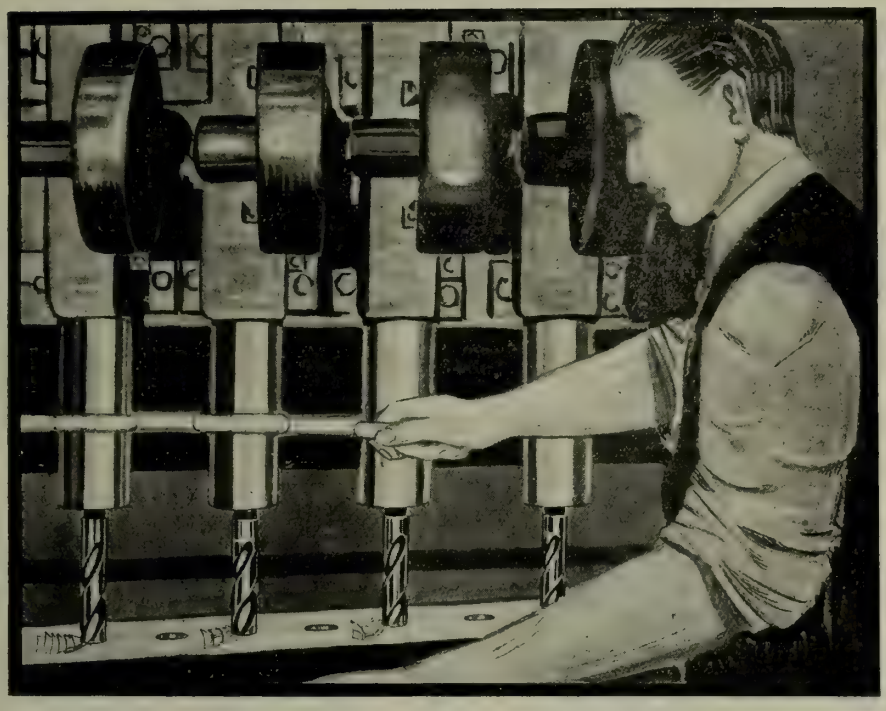
THE WORLD'S GREATEST TOOLMAKERS

Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

For thirty-nine years Starrett Tools have made it easier for machinists to do good work. Write for Catalog No. 21"MA"

BUTTERFIELD



Butterfield Quality Builds Sales

Quality is the deciding factor in tool selection. That tool which gives longest service with highest speed and greatest accuracy is desired by mechanics and by the responsible plant executives who buy for them. For more than 35 years the Butterfield Company has produced these tools and proved them. Because of their reputation and service—

Mechanical Men Seek Them

and respect the store where Butterfields are sold. The dealer whose good judgment leads him to stock Butterfields is rewarded in his general sales by the increased confidence of his customers. Most dealers stock Butterfield Tools—if you have overlooked the opportunity up to now—

Get a Catalogue

Butterfield & Company, Inc.

Rock Island, Quebec

The Tires That Performance Sells

You will find a certain pleasure in selling "The Tires that Give Satisfaction." Motorists will make your store headquarters for supplies and you know that the average motorist is a mighty good customer.

"Gutta Percha" Tires

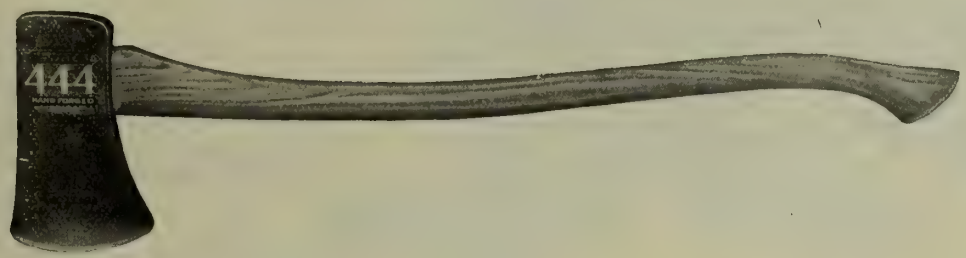
Lengthy sales talk and arguments are not necessary to swing a sale. The performance of these tires is so entirely satisfactory that it is merely a question of what size your customer requires.

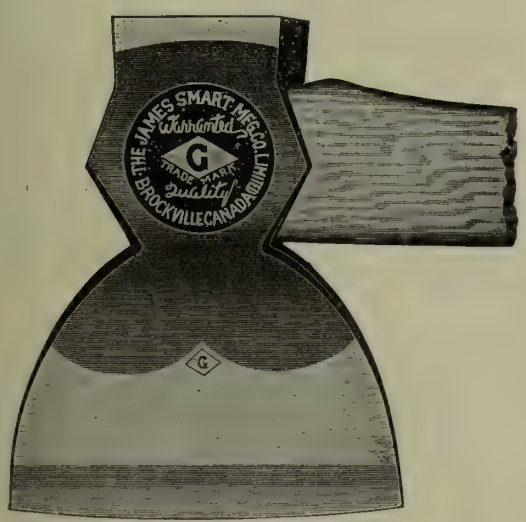
Gutta Percha and Rubber, Limited

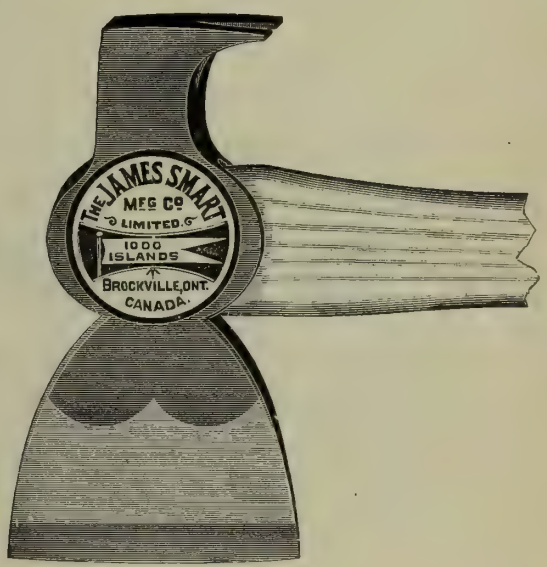
Head Offices and Factory : Toronto

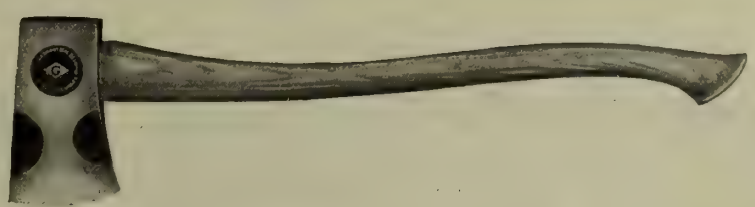
Branches : Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

CANADA FOUNDRIES & FORGINGS LIMITED







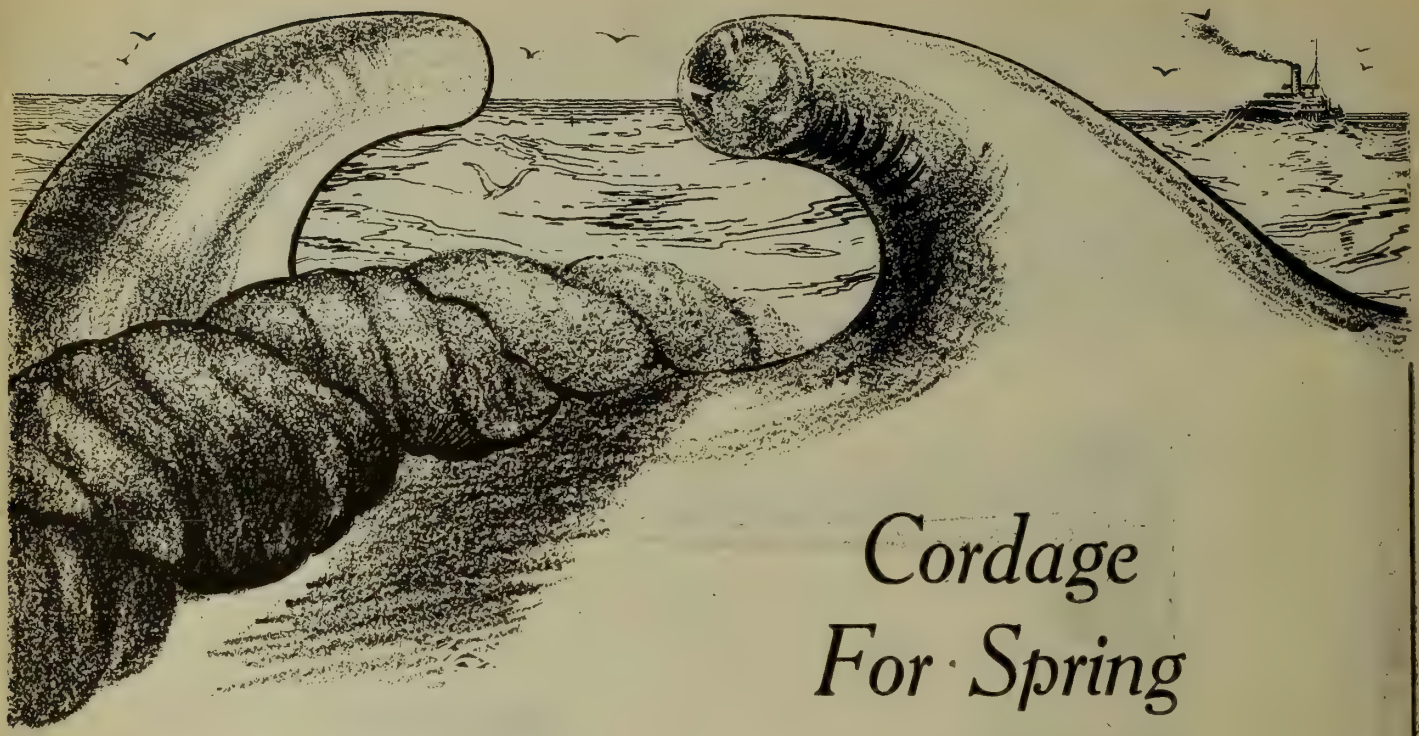


For Canada's Many Woodpiles

PRODUCED AT

JAMES SMART PLANT

BROCKVILLE, CANADA



Cordage For Spring

"Bear-a-hand" with your spring sorting up of stock. Every indication points to extraordinary activity along many industrial lines this spring. That cordage requirements will be exceptional is obvious.

Our distributors are close at hand. Let us know your requirements for *navigation, tow lines, hay fork, transmission rope, baling, clothes lines, wrapping and binder twines, anchor and tarpaulin ropes.*

Coast to Coast Service--13 Distributing Points

Consumer's Cordage Co., Limited

Head Office, Montreal, Canada

Mills at Montreal and Halifax. Branches and Stocks at St. John, N.B., and Toronto

Agents and Stocks:

TEES & PERSSE, LIMITED,
Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William

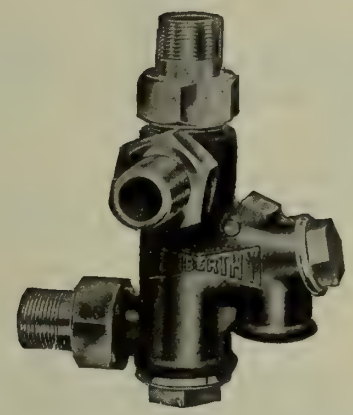
JAS. BISSET & CO., Quebec
MACGOWAN & CO., Vancouver

94 Years Perfect Quality that Satisfies Your Customers

TRADE

PENBERTHY

MARK.



STANDARD OF THE WORLD!

On November 10th, 1918

The One Millionth

Penberthy Injector was completed and tested in the Penberthy shops and passed on its way to give the same efficient and satisfactory service that the other 999,999 that preceded it have given throughout the world.

What made this millionth Injector possible?

The Reputation for Reliability

That same trade mark is now associated with the highest grade line of brass valves on the market to-day. They are all designed with the "Outside bonnet construction," the first radical improvement made in brass valves in generations. They are made of the best quality of virgin metal, modern in design and of the best workmanship and finish. To get the most profits and the best satisfied customers

Let your next order for valves read Penberthy

PENBERTHY INJECTOR CO. LIMITED
WINDSOR CANADA

Announcing—

WILLIAMS' "Vulcan" Forged-Cutter Tool Holders give unequaled service to those who prefer the solid, forged-type of cutting tool. Each Holder, by the mere insertion of small High Speed Forged-Cutters, is adapted to the heaviest service on Lathe, Planer, etc.

The economy and convenience of this line, when installed as standard shop equipment, is at once apparent, as all blacksmith work, to say nothing of the very considerable investment necessitated by heavy, solid forged-tools of costly High Speed Steel, is eliminated.

Absolutely simple in construction, yet possessing all the advantages of the solid tool without its expense.

Cutters, drop-forged from the finest grade of High Speed Steel, in stock in a great variety of sizes and types, finished and hardened ready for use.

Ask for descriptive booklet

J. H. Williams & Co.
30 Richards St., Brooklyn, N.Y.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., agents for Manitoba, Alberta, Saskatchewan and British Columbia

Williams' "Vulcan" Forged - Cutter Tool Holders

The Reputation Sells It

You don't have to work overtime to make a sale of Imperial Brand Harness. Your customers will come and ask you for it. It's up to you to keep

Imperial Brand Harness

in stock at all times. Remember, the dealer who substitutes is never looked on with favor. It will keep you busy maintaining a complete stock, but the profits will more than pay you.

Samuel Trees & Co.
Limited
42 Wellington St. E. - Toronto

Every Car at Your Door a Prospect

Clark Indestructible Steel Heaters

Put the "Win" in Winter for Dealers

The Swift-Selling No. 7-D

This well-liked heater is well known and very generally used. It is suitable for any conveyance and is of fine appearance. 14 inches long. It is handsomely covered with rich, dark green Brussels carpet. No. 7D has side and end controls with slanting top. It is a swift, steady seller and a general favorite.

Costs one-half cent per hour to operate

The Wonderful Heat Giving Fuel

Clark Carbon concentrates maximum heat-giving qualities in the smallest volume by being densely compressed.

Placed in any fire or flame until red, then placed in the fuel drawer, Clark Carbon gives its maximum heat at once—you may start immediately with continuous, satisfying heat for all day.

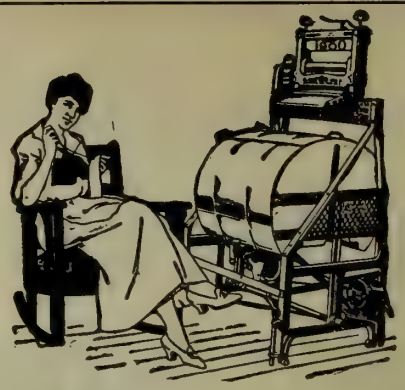
The season is still good for Clark Heaters and Clark Carbon. Push the sales—quick, easy profits. If your stock is low, your jobber can supply you.

There are several styles of Clark Heaters—all good Your Jobber has them. Send him your order now.

Chicago Flexible Shaft Company

5608 Roosevelt Road **Chicago, Ill.**

Is Your Washing Machine Department a "LIVE" One?



Never before has Milady's wardrobe contained so many dainty, fluffy things which cannot be entrusted to the mercies of the local laundry.

Efficient Domestic Help is at a premium—and yet these "dainty things" **must** be laundered.

There is but one way to solve the problem—a washing machine in the home.

You can help the women of your locality to solve the problem forever—at the same time netting profits and good will for yourself.

Stock the "1900" Cataract Washer. Then display it—talk about it—train your clerks to talk about it.

1900 CATARACT Electric Washer

Keep your Washing Machine Department not merely "alive," but booming and you will be amazed at the increase in your profits.

Through our extensive advertising campaigns—every woman knows that the "1900" Washer means ideal quality and efficiency. Our line is complete—Electric Motor, Engine Power, Water Power and Hand Washers are included.

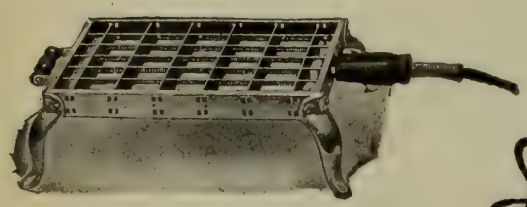
A liberal profit is allowed on all "1900" models—and it is a wonderful satisfaction to know that you are selling "the best on the market"—the washer the women demand.

Write to-day for catalogue and further information.

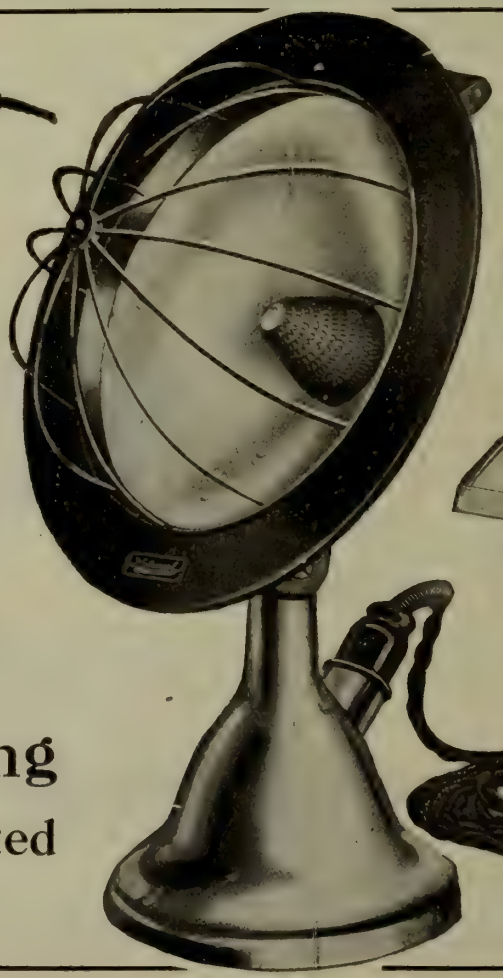
Nineteen Hundred Washer Co.

357 Yonge Street, Toronto

Our Objective—An efficient representative in every centre.



Cat. No. 180—Toaster Stove



Cat. No. 186—Model B 6-lb. Iron

Heatray

A simple demonstration closes sales.

Ask for Dealer Helps.

The National Electric Heating Company, Limited

Toronto, Canada

BUR-NOR
All-Steel Hatchets

No Loose Heads
No Broken or Shrunken Handles

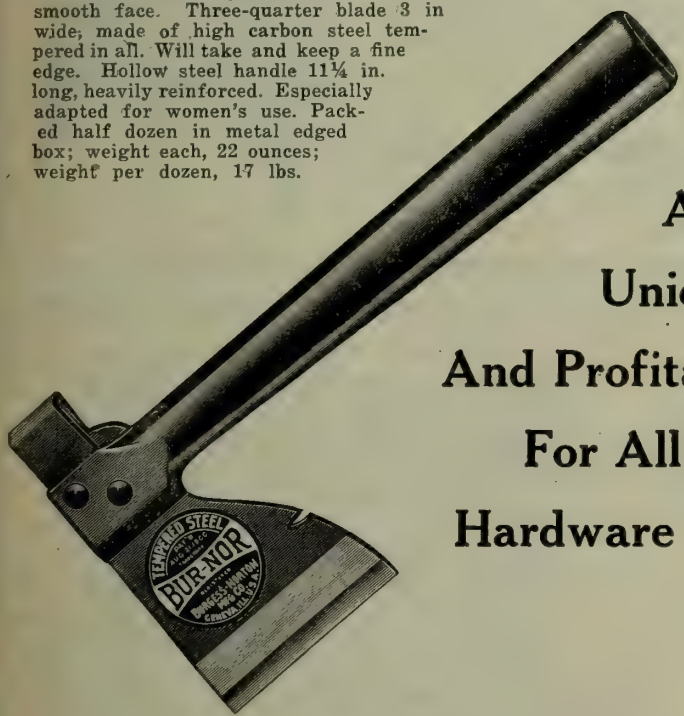
The Reason Why

REGISTERED BUR-NOR TRADE MARK

No. 120—*Half Strap Head,* a good all-round hatchet where a light, medium-priced hatchet is desired. Has special strap head with smooth face. Three-quarter blade 3 in wide; made of high carbon steel tempered in all. Will take and keep a fine edge. Hollow steel handle 11¼ in. long, heavily reinforced. Especially adapted for women's use. Packed half dozen in metal edged box; weight each, 22 ounces; weight per dozen, 17 lbs.

No. 100—*A Special Packing Hatchet,* strongly built to meet the severe use by packers in shipping rooms, etc. Solid steel octagonal head with corrugated face to prevent slipping; half blade 2¼ inches wide with scalloped nail pull in side; made of high carbon steel, oil tempered, with a fine cutting edge; hollow steel handle 11¼ in. long, heavily reinforced. Packed ½ doz. in metal edged box. Weight, each, 22 oz.; weight per doz., 18 lbs. Black enamel finish, polished blade.

No. 20—*A Shingling Hatchet,* with solid claw head and smooth face; full blade 3⅜ in. wide, of high carbon steel, oil tempered and capable of taking and keeping a fine edge; hollow steel handle 11¾ in. long, heavily reinforced against bending or breaking, half doz. to the case. Weight, each, 26 ounces; weight per doz., 20 lbs. Baked black enamel finish; polished blade.



A Unique And Profitable Line For All Live Hardware Dealers

A line that offers something "different"; something unique to sell; a line of hatchets with hollow steel handles so reinforced and riveted under high pressure that heads cannot loosen or come off—you know that little failing of the old-style hatchet.

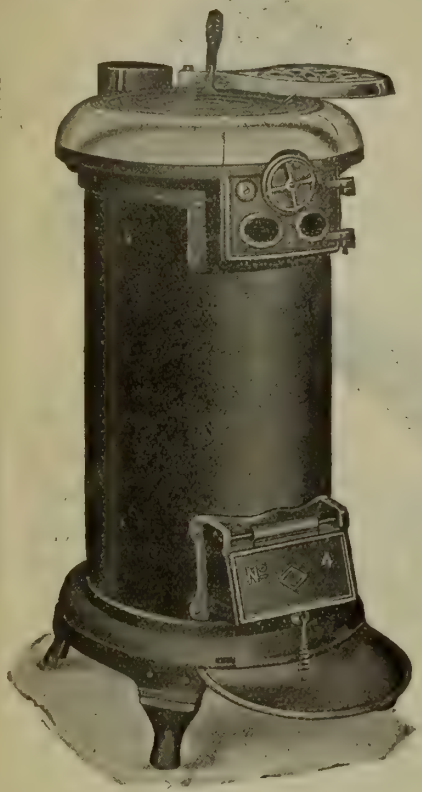
Hatchets that arouse immediate favorable attention by reason of their unusual features and great improvement over the old-time wooden-handled hatchets. They sell easily on their merit, and cost less than wooden-handled hatchets.

Samples to Jobbers on Request.

Burgess-Norton Manufacturing Co.

Geneva, Ill., U.S.A.

Beaver
A



All the Davidson Selling Features Are in Beaver Heaters

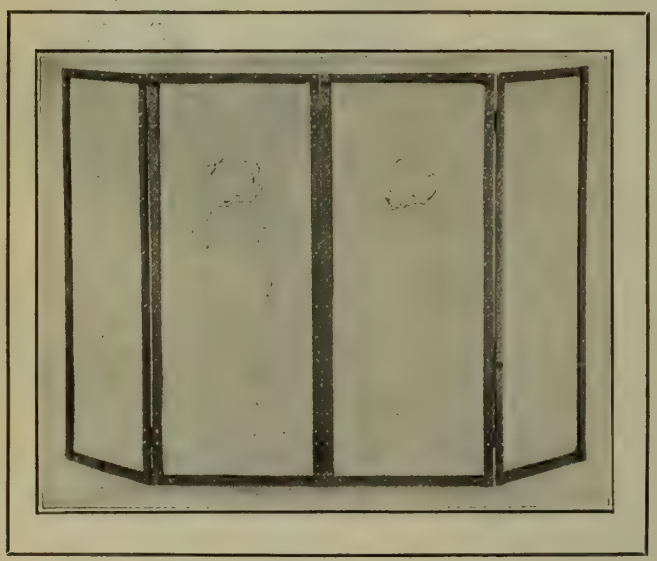
Here are heaters constructed on the famous Quebec Heater principle. They are supplied with or without grates as desired. These "Beavers" are lined with fire brick and the bodies are of extra heavy blued steel. In appearance and durability also, they satisfy customers, making for you increasing, permanent trade.

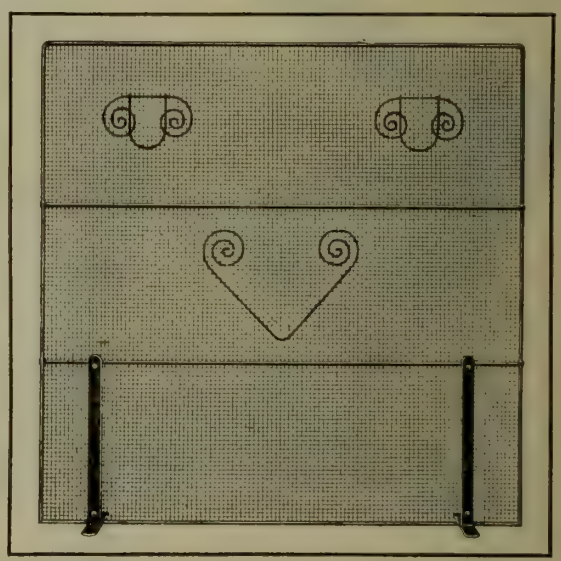
We fill orders promptly for these excellent, popular heaters in sizes 2, 3, 4, 5 and 6, either plain or nickel-plated.

Beaver
D

The Thos. Davidson Mfg. Co.
Limited

Toronto Montreal Winnipeg





Spark Guards and Fire-place Screens.
Special sizes and shapes made to order.
Wire Work of all kinds.

C. H. JOHNSON & SONS, LIMITED
WIRE WORKS, ST. HENRY, MONTREAL

Morrison Gauges

A Line That Closes Any Sale

With Morrison Gauges you can satisfy the requirements of any customer and so close every sale. They include gauges for every conceivable purpose—for indicating or indicating and recording—pressure, temperature, altitude, revolutions, etc.

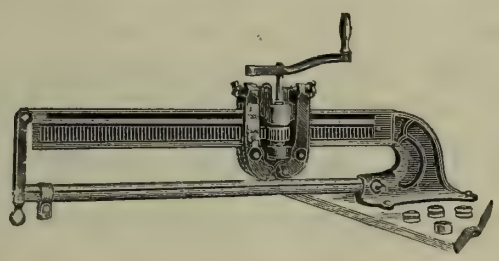
These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

This enviable reputation not only helps sales but builds prestige for your store.

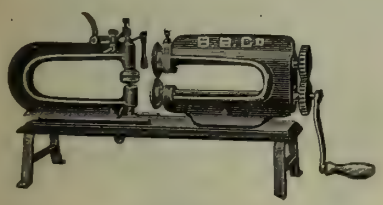
A full guarantee of satisfaction.

James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West - - Toronto

B B Co Ltd.



No. 30—Groover.

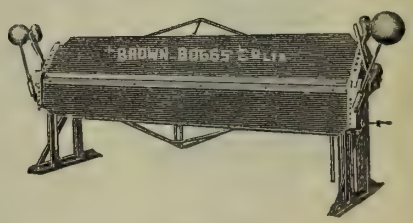


No. 22—Circular Shear.

Are You

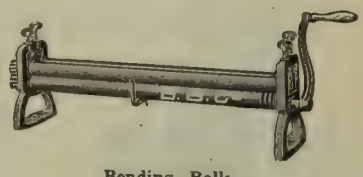
using up-to-date tools or are you losing contracts on account of high labor costs?

The solution is **Install BB Tools,** which give you the maximum production at the **Lowest Cost.**



Steel Brake.

Tin Folder



Bending Rolls

The Brown, Boggs Company, Limited
HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

Time to Order
FREEZERS

All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

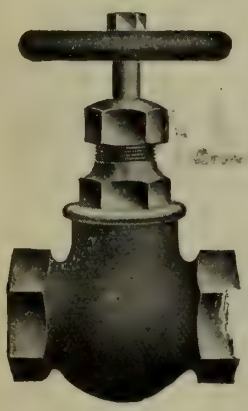
They are built of the very best material and workmanship possible —their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

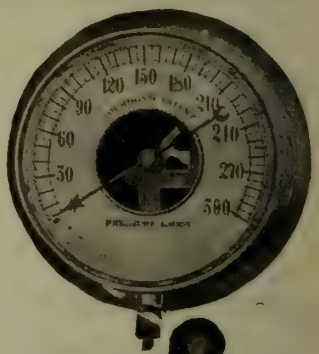
NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



FIVE WORKS—OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.



Specialists in the manufacture of

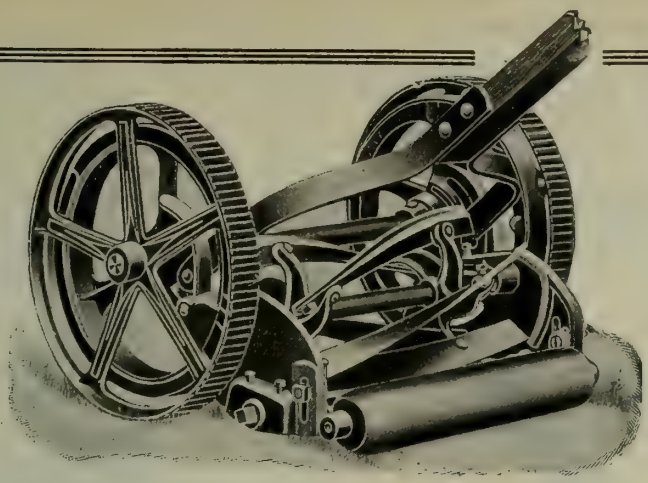
GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.

"UBEL" SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

Representatives for Canada (East of Alberta)
W. H. CUNNINGHAM & CO., 183 Church St., Toronto
For British Columbia and Alberta
W. MASON ROOKE, M.I.M.E., 613 Dominion Bldg., Vancouver, B.C.

Write for prices and details NOW



We anticipate a big demand

It's a wise precaution to order mowers—Now

and when you stock up with T.-F. quality you can anticipate quick sales — always dependable. They have stood the test for 40 years—none but the highest grade of workmanship and quality of material used. We make a specialty of this line and guarantee our product. Identify yourself with quality by stocking the line of mowers that are well and favorably known as—

"ADANAC" "WOODYATT" "STAR" "EMPRESS" FAMOUS NAMES.

Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.

H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

Where "HOLD FAST" means more sales

When you sell a product that meets the exact need of the buyer, you gain not only the immediate profit on the sale, but, what is more, the good will that means future business.

Good mechanics the world over agree that the Jacobs Chuck is exactly what they need because it holds fast, guides the drill true, and adjusts most conveniently with the key and toothed sleeve.

Order Jacobs Chucks to-day
Dept. H.M.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

GLAZIERS' DIAMONDS
Of All Descriptio ns

Our Popular
AMERICAN PATTERN
Used Everywhere

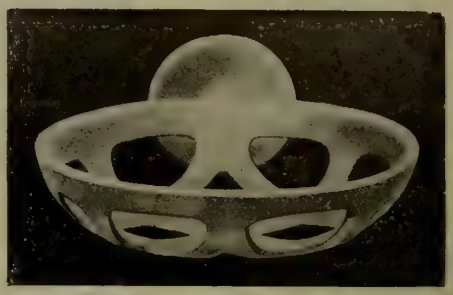
Quality—
The Best

Established 100 Years

Write to us for Illustrated Catalogue of EVERY TOOL required for GLASS CUTTING or to our

Agents:
A. Ramsay & Son Co.
Montreal

Sno-Wite
Enameled Fixtures



C87. Soap Dish

Genuine Vitreous Enamel

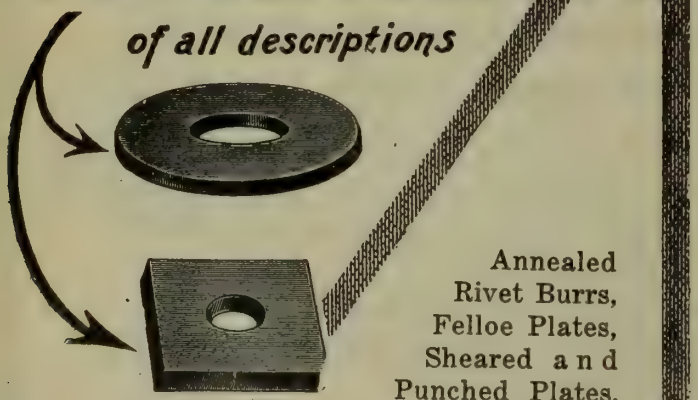
White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.
CHICAGO, U.S.A.
Ask Your Jobber

Wrought and Steel Plate
WASHERS
of all descriptions



Annealed Rivet Burrs, Felloe Plates, Sheared and Punched Plates. Malleable Washers and Cast Iron Washers.

Round & Square Plain or Galvanized

Prompt Shipment

Wrought Washer Mfg. Company
Milwaukee, Wis.

P H
TRADE MARK

SERVICE

The ultimate achievement of all honest endeavor.

True File Service comes with the use of P.H. and Imperial Files.

"They Cut Faster and Wear Longer"

Your Jobber Stocks Them

Ingersoll File Company Limited
INGERSOLL ONTARIO

John Morrow Screw & Nut Co., Limited
INGERSOLL ONTARIO
Sole Distributors

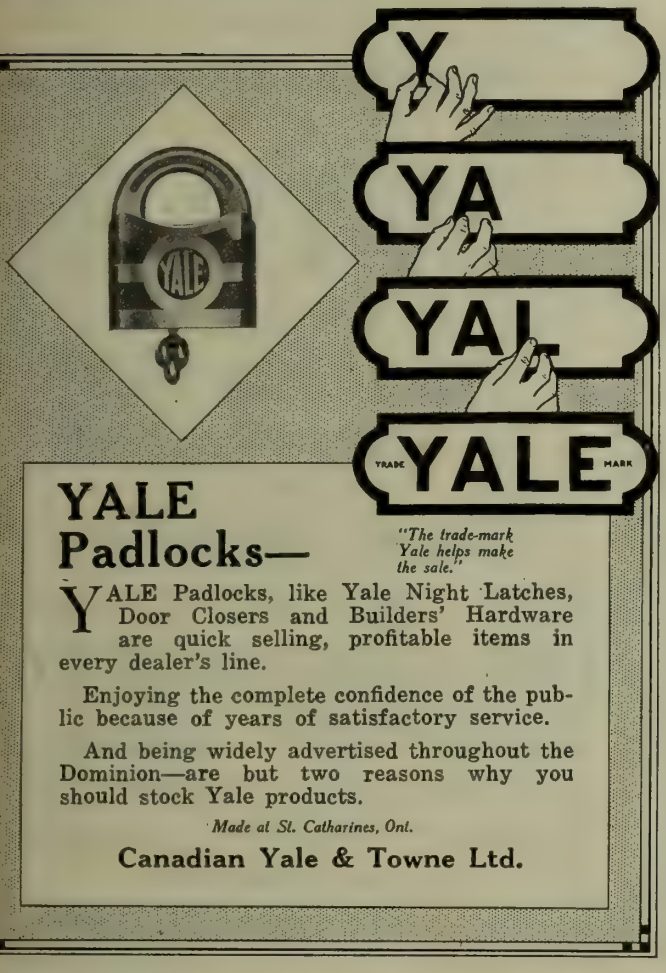
IMPERIAL
TRADE MARK

Kiddie-Kar

A never failing source of revenue for the hardware store. The world's largest selling child's vehicle. Superior methods of manufacture make it a small investment with good profit and quick turnover for dealers. Ask about the Trailer and other lines.

Canadian K-K Company, Limited

Elora, Ontario, Canada



YALE Padlocks—

"The trade-mark Yale helps make the sale."

YALE Padlocks, like Yale Night Latches, Door Closers and Builders' Hardware are quick selling, profitable items in every dealer's line.

Enjoying the complete confidence of the public because of years of satisfactory service.

And being widely advertised throughout the Dominion—are but two reasons why you should stock Yale products.

Made at St. Catharines, Ont.

Canadian Yale & Towne Ltd.

LIBERTY WASHER

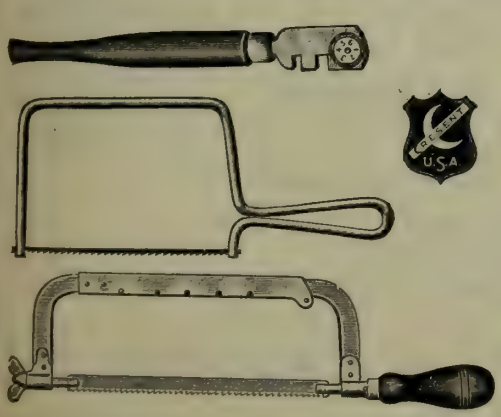
Your Everyday Customers Are All LIBERTY Prospects

There are many people who are regular customers of your store that have not purchased a washing machine because of the high cost or mechanical imperfections. The LIBERTY Washer is mechanically perfect and it DOES WASH CLOTHES PERFECTLY. The many refinements of the Liberty make excellent talking points while the price is from $25 to $50 less than any other high grade washer on the market.

You can see many LIBERTY'S in the next few months. Suggest a Liberty—show it to your customers—talk it—sell it.

A. R. LUNDY

257 King St. W. TORONTO



The Crescent Line

For Building Permanent Trade

For satisfying customers and holding their trade, and confidence in the store. In turnover, profit, and business-building, Crescent Line is unexcelled.
A line that you will be more and more glad to sell with each added year you handle it—because it pays.

At All Leading Jobbers.

Campbell Agencies

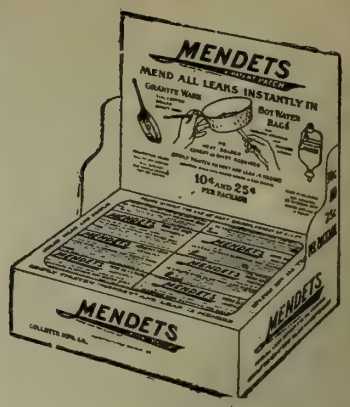
Toronto, Canada

The Crescent Company, Meriden, Conn.

MENDETS
A PATENT PATCH

Millions of Boxes Sold
They Sell Themselves

Collette Mfg. Company
Collingwood, Ont.
Your jobber has them



MADE IN CANADA

Blacksmith's
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

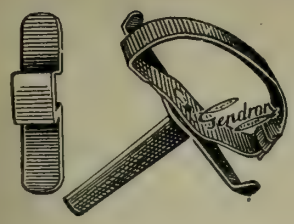
Manufacturers
OF
WIRE
HEADQUARTERS FOR
WIRE BALE TIES
Largest Capacity and Stock in Canada
PROMPT SHIPMENT

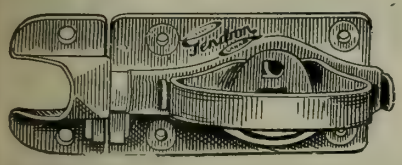
LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

COLONIAL WIRE MFG. CO., LIMITED
WORKS: LACHINE CANAL, MONTREAL
MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright annealed, oiled and annealed.
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.
FENCE STAPLES—WIRE NAILS—WOOD SCREWS
PUMP RODS—Plain and Galvanized.

SELLING AGENTS:
CANADIAN TUBE & IRON CO., Limited, MONTREAL





Fills the existing demand for a

Garage and Barn Door Latch

that's just right for Dealer and Consumer

A rapid, profitable seller. Strong, durable, neat and convenient, easily put on any door. Has two handles to open or close from either side. Catches will hold door or gate open or closed. Enamelled finish with turned bolt. Guaranteed.

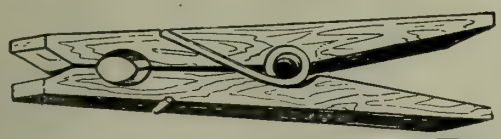
We also make velocipedes, express wagons, children's autos, toy carts and barrows, bathroom fittings and hardware. Write for prices and information on any of our lines.

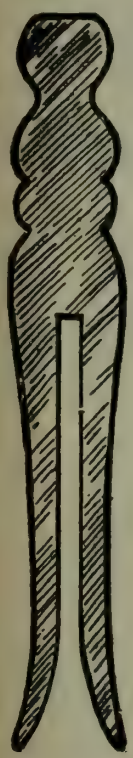
The Gendron Manufacturing Company, Limited

Duchess and Ontario Streets, Toronto, Ontario

The Megantic Broom Mfg. Co., Ltd.

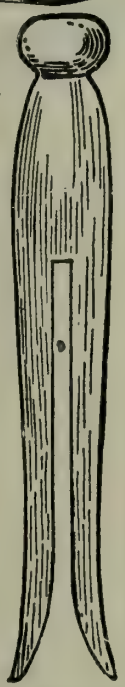
Manufacturers of Brooms and Clothes Pins





Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.



AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

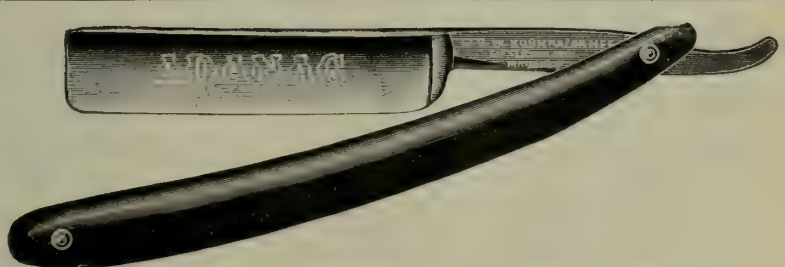
WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA

Price Doesn't Make a Razor



Men have paid as high as ten dollars for razors which were a keen disappointment.
And they have paid only two or three dollars for G. W. Korn's Razors which were a keen delight.
The difference is more in the **treatment**, than in the **steel**—anyone can buy good steel.
G. W. Korn's razors are made by **razor experts**, not "general cutlery makers."
A complete line with an established reputation.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.

Canada Office: 140 McGill Street, Montreal

E. Roy, 65½ St. Andre St., Montreal, Que. A. S. Butchart, 25 Adelaide St. W., Toronto C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actua. tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

VOL-PEEK

A Fast Seller with Big Profits

15 cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at ½ cent per mend. Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to

N. NAGLE & Co.

(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024, MONTREAL, CANADA

COSTS ONLY ½c FOR EACH MEND

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Limited

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

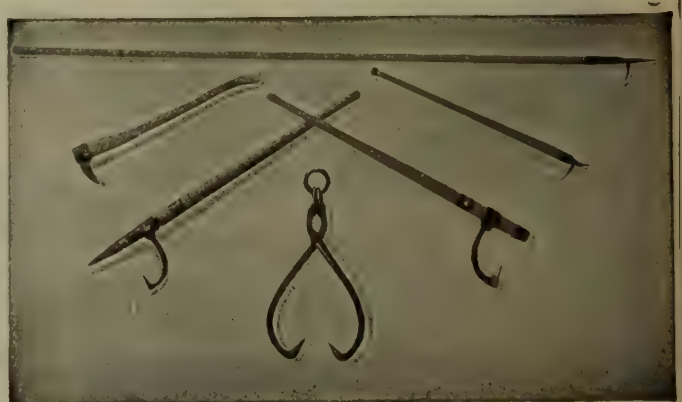
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



NOW READY

TO QUOTE on your early 1920 requirements of auto supplies.

We invite your correspondence.

THE RENAUD MOTOR SUPPLY CO.

MONTREAL, CANADA

Our wide and varied experience in successful manufacturing enables us to offer you a line of extraordinary saleable products. We make—

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

A complete stock of these lines will enable you to better serve your customers. Send us a postal for full particulars and prices.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.

Williamsport, Pennsylvania

REED'S
ECONOMY ROTARY
ASH SIFTER

Made Better so as to Sell Better

DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

Geo. W. Reed & Co., Limited

37 St. Antoine Street, Montreal

Hardware and Metal's Audited Circulation

There is no secret about HARDWARE AND METAL'S circulation. It is audited by the A.B.C. —the best authority in the world—and above all, the paper is read by practically every worthwhile hardware buyer in Canada. There is no waste circulation in HARDWARE AND METAL. It is the paper to use if you have a message for the Canadian hardware trade. HARDWARE AND METAL carries more business than any other trade paper in Canada, and is read more closely than any other paper. HARDWARE AND METAL will carry your message to the hardware trade of Canada.

HARDWARE & METAL

Canada's National Hardware Weekly

Montreal **Toronto** **Winnipeg**

"TRANSFER" Power Belting

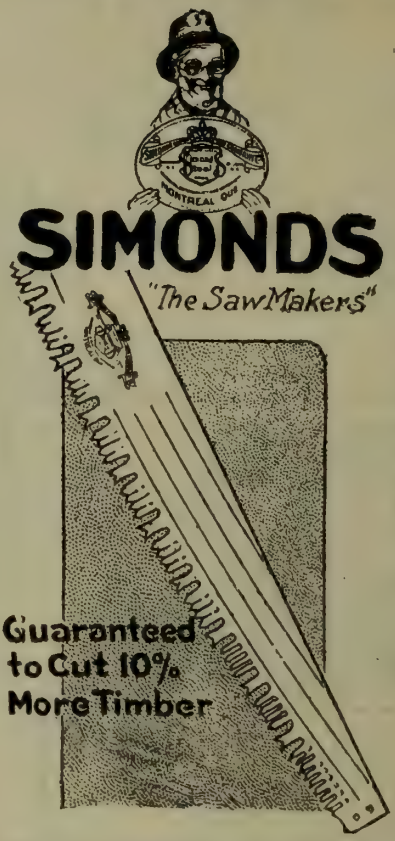
Here is a good selling and profitable product, Mr. Jobber. A belting when once used will always be called for. This stock is a little different than the ordinary, and carries a very strong guarantee.

Write at once for full particulars.

Campbell Agencies

McKinnon Bldg. Toronto, Ont.

CRESCENT-GROUND SAW LEADERS



The Simonds Crescent-Ground Cross-Cut Saw has a trade-pulling power which dealers everywhere recognize. There is no cross-cut saw on the market that can equal a Simonds for efficient and easy cutting unless it is another Simonds.

Write for catalog and prices.

Simonds Canada Saw Co., Ltd.

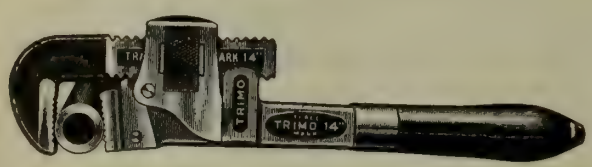
St. Remi St. Acorn Ave.
MONTREAL, QUE.
Vancouver, B.C., St. John, N.B.

TRIMO

The four good points that make TRIMO PIPE WRENCHES superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

The Trimo Steel Handle Pipe Wrench is also made in the 6", 8" and 10" size with narrow jaws and fine milled teeth, especially adapted for close work.

Your Jobber can Supply



Trimont Mfg. Company

Roxbury (Boston) Mass., U.S.A.

UNIMECO WROUGHT WASHERS

We manufacture a wide range of wrought washers of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with Annealed Rivet Burrs of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited

St. Catharines
Ontario

"TALLMAN'S SPECIAL" ARCTIC METAL

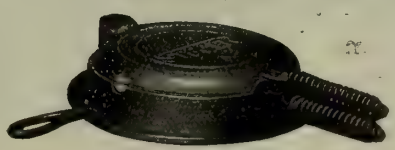
a medium-priced babbitt specially adapted for Saw Mill and Woodworking machinery.

Will remain cool under exceptionally high speed.

Tallman Brass & Metal Limited
HAMILTON, ONT.

You Will Sell More Waffle Irons

If You Sell the Stover



Look at this cross-section of Waffle Iron Plates. It shows how uniform the STOVER makes waffles.

You will satisfy your customers and increase the popularity of waffle baking by selling this iron. They are made with wood or wire handles, high or low bases, and round or square shapes. Send for our special waffle iron circular.
Then you need our R-19 catalog. We also make windmills, feedmills and gasoline engines.

Mop Sticks	**Door Pulls and Latches**
Meat Broilers	**Coat and Harness Hooks**
Lamp Brackets	**Hammers and Hatchets**
Quilt Frame Clamps	**Cast Pliers**
Mincing Knives	**Saw Vises**
Pulleys of all kinds	**Screen Door Hinges**
Stove Pipe Dampers	**Lifters and Pokers**

And a general line of fireplace fixtures.

Stover Mfg. & Eng. Co.
709 East St.
FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON
Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
Name .....
Business .....
Address .....

The Publisher's Page

TORONTO JANUARY, 1920

"I would like to call personally on our customers"

"There is nothing I would like better than to be able to call personally on our customers and prospective customers," stated an executive officer of a large manufacturing concern to the writer a few days ago. "It is out of the question, however, I cannot get away. If I did undertake the job I figure it would take about four years steady travelling calling on about three to four hardware buyers every working day during the four years. We have only a few travellers, most of our lines are sold through jobbers and to a great extent, under our present sales policy, we entrust our sales and our competition to the jobbers and their salesmen. We therefore realize the need of keeping up as close a connection as possible with the wholesale and retail hardware trade and that is one reason why we are consistent advertisers in HARDWARE AND METAL. Our advertising in HARDWARE AND METAL stimulates the interest of wholesalers, travelling salesmen, retail hardwaremen and their clerks, and we believe HARDWARE AND METAL plays an important part in keeping up a steady demand for our products."

We would like to give you some further information regarding HARDWARE AND METAL. Send us one of your catalogs and let us know whether you sell direct or through jobbers. We would like to make a few practical suggestions.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

TAPATCO STAPLING
Device for attaching hooks gives a firm hold long after the fabric itself has become weakened by use.

As Necessary As The Collar Itself

THERE is no such thing as a perfect-fitting horse collar—for no horse's neck remains the same size all the year 'round. After hard work the horse loses flesh. That's when the collar slips and chafes, as the poor beast strains at the traces. That constant chafing of a sweaty leather collar inevitably produces gall-sores.

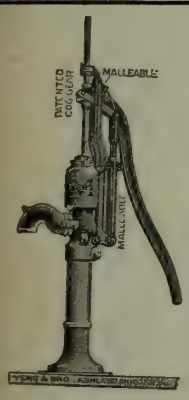
All this suffering—and consequent loss of money through horses laid up—is prevented by the use of TAPATCO COLLAR PADS to "fill out" the collar at the points where extra cushioning is needed. Our specially prepared Composite Stuffing ensures that softness and pliability which are so essential to a satisfying collar pad.

Another exclusive feature is the Patented Hook Attachment (patented in U.S., Dec. 1, 1914; patented in Canada, April 6, 1915). A wire staple, reinforced by felt washer, firmly grips hook to body of pad. The public have learned to know and like and insist on "The pad with the felt washer under the hook staple." It's important for you to have this brand when asked for it.

TAPATCO BRAND
REGISTERED TRADE MARK
COLLAR PADS

Thirty-eight Years Making Pads

The American Pad & Textile Company, Chatham, Ont.



MYERS
"HONOR-BILT"
Hand and Power PUMPS

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service.
The aggressive dealer handles the MYERS—Ask your jobber or write us.

F. E. MYERS & BRO.
No. 65 Orange St. ASHLAND, OHIO

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba—Bissett & Webb, Limited, Winnipeg
British Columbia — McPherson & Teetzel, Vancouver

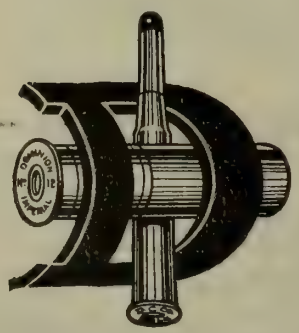
Reliable QUALITY

"Dependable and Accurate"

—it is dependability and accuracy that have built Dominion Ammunition sales for the dealer. From the beginning Dominion Ammunition has been subjected to inspection and tests that have brought it up to the highest of ammunition standards.

Dominion Ammunition

Above are shown two of the many processes that insure the dependability and accuracy of Dominion Ammunition —the individual inspection and the final machine test as to size.



is recognized by your customers because of its two cardinal points—**dependability and accuracy**—and they insist on having the ammunition that possesses them. Impress on them that the nimble fingers and quick eyes of scores of inspectors detect the slightest visible imperfection in Dominion Cartridge or Shotgun Shells. Intricate machinery tests the quality and quantity of loads and measures to a hair the calibre and size—all a part of the Dominion Service to guarantee ammunition that is "dependable and accurate."

Build your sales of Dominion Ammunition on this and benefit by the profit you make on these sales.

Order from your jobber to-day.

Dominion Cartridge Co., Ltd.

Montreal, Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, JANUARY 17, 1920 No. 3

CONTENTS

Probing Prices of Building Materials 35-36
Challenging Board of Commerce 37-38
Results in Retail Selling 39-40
Test Yourself With These Questions 41-42
Stoves Advance 10 to 20 Per Cent. 42-44
Ontario Retail Hardware Convention 45
Editorial Comment 46-47
Events in the Trade 48-51
The Clerks' Page 52-53
New Hardware Goods 54
The Markets at a Glance 55
Weekly Hardware Markets 55-63
Helps For the Paint Department 64-66
Weekly Paint Markets 70-72

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

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Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 39 Tenth Ave. W.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone, Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.); Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; H. A. Maguire, Room 1402, Lytton Bldg., 14 E. Jackson Street, Chicago, Phone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. **Invariably in advance.**

WHEN IN THE MARKET FOR

BLUESTONE

Ask for our prices

We are in a position to quote on both English and American crystals 99% for shipments from stock or direct import.

A. C. LESLIE & CO., LIMITED

560 St. Paul St. West

MONTREAL

Quality and Delivery

You are assured of satisfaction on both of these points when you buy either

"QUEEN HEAD"

OR

"FLEUR DE LIS"

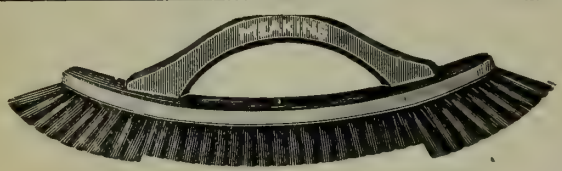
GALVANIZED IRON

"TRADE WITHIN THE EMPIRE"

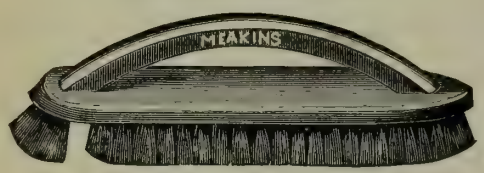
JOHN LYSAGHT, Ltd.

Manufacturers

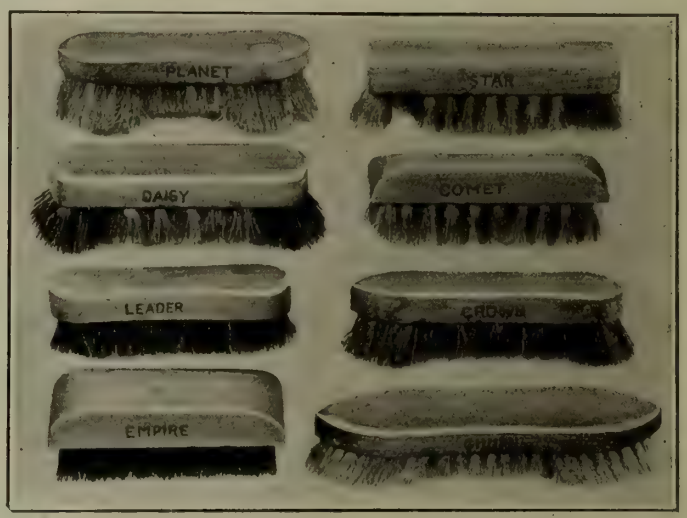
BRISTOL, ENGLAND



Bent Double Winged Stove.



Straight Stove.



Meet Every Need of the Household

Meakins Brushes

Provide a line that not only meets every demand for the household, but when displayed they create demand by suggesting forgotten or unknown needs. Superior in quality and profitable to sell.

Meakins & Sons, Limited, Hamilton, Ont.

Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

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Board's Order is Indefinite

Probe is to be Made Into Prices of Builders' Hardware and Plumbing Goods —Returns Must be Made by March 31st—Cost and Selling Price Must be Given

OTTAWA—The Board of Commerce, in a judgment issued and signed by Judge Robson, chairman, and Commissioners O'Connor and Murdock, declares that building materials of all kinds, plumbing fixtures and building hardware are necessaries of life under part two of the Combines and Fair Prices Act.

Prior to March 31, 1920, all dealers within Canada in such materials must deliver to the secretary of the board a statement of cost and selling price of all such articles and the date as of which such prices are reported. Any dealer or dealers holding or offering for sale within Canada such building materials will be deemed to have committed an offence under the Combines and Fair Prices Act if an unfair profit is made by him or them.

The Order

The order reads:

"It is hereby declared that building materials of all kinds ordinarily or necessarily used in the construction or sanitary completion of houses for homes, including plumbing fixtures and building hardware, are necessaries of life under part two of the Combines and Fair Prices Act, 1919. This special regulation is made pursuant to section 16 of said Act.

Report Before March 31

"It is further ordered that prior to the 31st day of March, 1920, all dealers within Canada in such building materials to deliver to the secretary of the Board of Commerce of Canada at Ottawa a statement showing the cost price to them of each article or class of building material being sold or offered for sale, with their selling price thereof to a contractor or other individual for use in the building of houses, and stating the dates as of which such cost and selling price is represented. And it is declared that any dealer or dealers holding or offering for sale within Canada such building material will hereafter be deemed to have committed an offence under the Combines and Fair Prices Act, 1919, if an unfair profit is made by him or them."

THE latest order of the Canadian Board of Commerce is directed at the hardware, plumbing and building trades, and, if carried out definitely, is bound to cause no little trouble, and considerable dissatisfaction. It would appear that the information asked for in the order is of such a nature as to make it practically impossible for the dealer to furnish the data called for. Only a hardware merchant, jobber, or manufacturer, for instance, is capable of comprehending the comprehensiveness of a hardware stock, made up of its thousands of distinct items, and broken up again into an almost infinite variety of sizes, patterns, shapes.

Vagueness of Order

At the same time the order is not at all clear, and a general enquiry by HARDWARE AND METAL of hardware manufacturers, jobbers, retailers, and plumbers, reveals the fact that few comprehend the meaning of the order, and are paying little or no attention to it. Therefore, and until the order is explained in detail, interviewed parties, in most cases, decline to make comment.

Up to the present time the Board of Commerce has not directly notified hardware merchants in reference to the order and many of them are rather in the dark as to what is expected of them. Just what is to be done in this respect does not yet seem clear.

Has Not Been Advised Yet

"I have not yet been advised that there is to be any public hearing in Toronto," said Maj. Duncan, who is in charge of the Ontario office of the Board of Commerce. "One thing the merchants may be satisfied about is that it is not the intention of the board in any way to interfere with legitimate business. It is the board's desire to obtain facts and if any of the hardware merchants or men in the plumbing business have information that will bear on the investigation we want it. If there is any profiteering the board wants to find it out and will deal with the matter."

How It Reads

An official copy of the order as received by HARDWARE AND METAL from the Board of Commerce headquarters at Ottawa and reproduced above indicates that the investigation will concern the prices of building materials alone.

Whether the Board of Commerce will notify hardware merchants and sanitary engineers regarding the statement required by March 31 was not stated.

"The Board of Commerce has apparently accomplished some good work already and is an institution which can prove of great benefit to Canada if good judgment is used," said Thomas A. Jones, of London, Ont., vice-president of the Cowan Hardware, Limited. "The members of this board must, however, remember that they are not appointed to restrain legitimate trade but only to put the check on profiteers.

Are Not Highwaymen

"The businessmen of Canada are not highwaymen and are only in business for a fair and legitimate profit and nothing should be done at the present time to hamper anyone who is willing to work

whether it be behind the counter or anywhere else.

"As to the recent ruling about hardware, it is so indefinite as far as newspaper reports go that I am unable to express an intelligent opinion until further information is vouchsafed by the board. This, however, I know and can vouch for and that is that every hardwareman in London will be only too glad to furnish all information in his possession without fear or favor and that it will undoubtedly be found that their profits are very fair and reasonable."

Difficult to Get At

There is this to be said regarding the various lines of hardware making up what is styled "Builders' Hardware," and that is, that the variety is so extensive, the patterns so numerous, and the supplies of many goods so short, as to make an order such as this seems to be, under present conditions, somewhat inoperative.

For instance, a jobber may place an order for a gross of a given style of lock, and three, four, or six months later receive anywhere from a dozen to three or four dozen of the item, and at a price ruling at date of shipment. The maker has probably shipped another dozen or two out a week later, and at a new high price, and the jobber distributes to the retailer, and the retailer to the contractor, and all these items are priced, it may be, at different costs. As before stated, it is only a man who has spent a large portion of his lifetime in the hardware business who can comprehend the impossibility of meeting the requirements of an order such as has been filed, and which, it is almost safe to assert, will never become workable.

Will Not Work

There is no class of business which suffered more, on the average, during the period of the war, than that of the builders' and hardware trade. Building was at a standstill for four years. Retail, as well as wholesale hardware merchants, were stocked with hardware of this nature, for which there was no demand, or little, at any rate. And, in any case, as is well recognized, the average builders' hardware dealer has had to figure his costs pretty close, for the simple reason that competition has governed, for very many years, the return the dealer can get on, or over his landed cost.

"We usually have to name a bulk price on the hardware which we supply, giving the contractor a price of so much for the hardware required in a given building. We do not know what he is getting, and our experience has been that we have to always figure very close, and then, oftentimes, we cannot get the business."

One Retailer's View

This is an expression from one of the largest retailers of builders' hardware in Canada, a firm which represents some of the better or high-grade lines of hardware manufactured in Canada and the United States. And, it is almost safe to add that this experience is that of many of the retail firms doing business throughout the country. This informant feels, as will many others, that the proposal will not, and cannot be made to work.

Plumbers' President Says

Captain D. A. Bethune, president of the Montreal Master Plumbers' Association, stated that he was perfectly willing, at any time, to impart information as to the cost and selling prices of their goods. The cost of doing business, he states, has become so high that, even though much higher prices have to be charged, the net profit will not amount, in the long run, to more than three to five per cent.

Cannot Be Bought

"There is little or no material in the market at present to be bought," said Capt. Bethune. "All stocks are going down, and nothing, of some lines, is being manufactured. It is very difficult to get radiators, for instance, where we used to be able, always, to have access to big stocks. Why, scrap iron is now selling at $30 per ton, a very high price. Prices are made higher through increased freights, wages, etc. And, as far as I am concerned, I would be glad, and perfectly willing, to give all the information I have."

Many expressed their entire ignorance of such an order, and could, therefore, not speak on the merits, or otherwise, of the case.

Ending of the Steel Strike Will Not Affect Conditions

Telegram From the National Committee Did Not Come as a Surprise—Only a Small Percentage of the Workers Were Out at the Last

THOSE who are in closest touch with the trade state that the ending of the big steel strike will not in any way materially affect conditions at the present time.

The ending of the strike occasioned no surprise. As a matter of fact, as far as the Steel Corporation was concerned it was over weeks ago. While 367,000 men were affected when the walkout took place on September 22, the number who stayed out was comparatively small and of these a large percentage were of the foreign element which was blamed for the trouble, and which it is doubtful if the company wanted back at any price.

Committee's Statement

After an all-day session in Pittsburgh the National Committee sent the following telegram to the headquarters of the American Federation of Labor in Washington, to the heads of all international unions interested and to the organizers and field men in all strike districts.

"The Steel Corporation," the telegram said, "with the active assistance of the press, the courts, Federal troops, State police and many public officials, has denied steel workers their rights of free speech, free assemblage and the right to organize, and by this arbitrary and ruthless misuse of power has brought about a condition which has compelled the national committee for organizing iron and steel workers to vote today that the active strike phase of the steel campaign is now at an end. A vigorous campaign of education and reorganization will be immediately begun, and will not cease until industrial justice in the steel industry has been achieved. All steel workers now are at liberty to return to work, pending preparation for the next big organization movement."

Buyers Paying Visits To Sheet Steel Mills

PITTSBURGH, Jan. 15. — Personal calls of sheet buyers to the mills in the Pittsburgh district during the past week have been on a larger scale than ever before. In fact, it has become startlingly common. Sheet men say that because of the oversold condition of the trade for the first half of the year they are turning down thousands of tons of inquiries because it is impossible to consider them in the present state of the raw steel market, and uncertainty surrounds the supply for the next few months. Buyers who have found correspondence with mills useless have under these conditions made personal visits to the plants.

Warehouse and jobbing sheet prices are the governing factor in the trading being done. The total volume of current trade, however, is small, and the fact that 5.25 cents is freely paid on black sheets, 4.15 cents on blue annealed, and anywhere from 6.50 to 7 cents on galvanized material, is not wholly a proof of the high average of the market, because the leading interest, while out of the market, is holding to 4.35 for black sheets, or in other words, the March 21 price of last year.

During the current week sheet mills have improved the production rate materially, and with a moderate improvement in car supply the outlook for a much larger production is brighter.

Challenging Board of Commerce

Delegation Asks Government to Reconstruct the Organization—Board Wants Supreme Court to Define Its Status and Presents a Stated Case—Interesting Developments Are Expected Shortly

OTTAWA, January 14.—Various important business organizations, representative of both retail and manufacturing interests, are making it unmistakably plain to the Government that the workings of the Board of Commerce are meeting with anything but their approval. Important developments which may result in the Board as at present constituted being considerably altered and its powers more definitely defined, are expected.

Those interested in challenging the activities of the Board of Commerce, it is stated, include such organizations as the Canadian Manufacturers' Association, the Retail Merchants' Association, the Canadian Credit Men's Association, and other organizations.

Will Find Out

In the meantime the Board of Commerce, on its own behalf, has submitted to the Supreme Court of Canada a stated case and asks that the tribunal establish the Board's jurisdiction.

At the meeting to-day a delegation from the Dominion Board of the Retail Merchants' Association of Canada, which is holding its annual meeting here, presented a resolution which had been adopted and which included the following:—

First—That the Board of Commerce be reorganized and that its personnel consist of a consumer, a producer, a manufacturer, a retailer and a chairman with judicial experience. They recommended that Judge Robson retain the latter position. By implication it would appear that they desire the removal of W. F. O'Connor.

Second—That the board be reconstructed to take the nature of an Inland Trade Commission, one of whose duties it would be to regulate the operations of wholesalers who refuse to sell to certain retailers and to supervise all agreements between wholesalers and retailers. The recommendations of the delegation in this regard were somewhat vague.

Third—That the price-fixing functions of the Board be abolished on the ground that the exercise of them constitutes a restriction on trade and production.

Have Found No Combines

The resolution claims that the investigations of the Board in regard to retail merchants have not disclosed any combines or excessive profits; that the element of competition among retail merchants prevents undue profit making; that conditions of merchandising in the various parts of Canada are so varied that no general regulations as to margins of profit can be made which will be fair to the merchants and the consumers; that the orders of the Board of Commerce have resulted in a great deal of disturbance in retail trade circles and that the uncertainty as to what further orders will be made from time to time is still more disturbing not only to retail merchants, but to manufacturers, wholesalers, bankers, the laboring classes and consumers.

They Have Suggestions

A series of further suggestions as to "How the Board of Commerce would be of greater service to Canada," were made by the delegation. There were, mainly:—

The Board of Commerce should meet properly appointed committees from the Canadian Manufacturers' Association, the Wholesale Merchants' Association, the Retail Merchants' Association, the United Farmers and other organized commercial bodies to secure proposals how trades could be improved by proper regulations.

Instead of the court attempting to dictate to the commercial classes how they should conduct their affairs, they should become a useful court to decide on the evidence laid before them on any commercial matter.

Should Give Reasons

All agreements made either by manufacturers among themselves, between the manufacturers, wholesalers or retailers, etc., should be laid before the Board of Commerce, and, if necessary, parties should appear to give reasons why the agreements were made.

All price-contract agreements regarding trade-marked goods should be laid before the Board for final ratification.

That charges could be made to the Board by any person subjected to unfair and unethical methods of trading, and those engaged in unfair practices dealt with.

Further suggestions made were that the Board should be given authority to make recommendations to the Government if any commercial legislation is found to be operating unfairly; that all agents or subsidiary agents in connection with the Board should be abolished; that all classes of the community buying or selling merchandise should come under the operations of the Board; that the Board should devote their time to seeing that the proper channels of trade are not interfered with, and that all statistical reports in connection with commerce should come under the direction of the Board.

No Excess Profits

Joseph Banfield, of Winnipeg, who presented the case, declared that the Board had found no excess profits or unfair dealing among the retailers. It was useless to seek to redress a wrong which did not exist. "It is not so much," he said, "what the Board does as what it threatens to do which injures us and that injury affects the wholesaler, the manufacturers, the banks and everybody else."

Sir Henry Drayton asked what was meant by threats.

"We hear of a man being threatened for selling sugar at a cent or so over the fixed price," said Mr. Banfield. "The Board appears to go after us retailers because we are closest to the consumers."

Asks Court Questions

In the meantime the Board is submitting the following questions to the Supreme Court of Canada:

1. Whether or not Section 17 of the Combines and Fair Prices Act is intra vires of the Parliament of Canada. This section deals with the undue accumulation of necessaries of life.

2. Whether or not the Parliament of Canada has power to establish a court of record or any other hearing or determining body.

Question of Penalties

3. Whether or not the Parliament of Canada has power: (a) to impose penalties for the acts or omissions which are declared to be offences; (b) to authorize and require the superior courts of a Province to record and enforce the orders of the Board.

4. Whether or not the Board has jurisdiction to decide as to what shall be deemed an unfair profit upon transactions of sale of necessaries of life which transactions are originated and completed within a Province.

5. Whether the Board has power to decide what shall be an unfair profit in transactions of sale of an interprovincial character.

6. Whether or not the Board may restrain or prohibit persons from exporting commodities being necessaries of life from Canada, or from one Province to another in cases where the practice of so exporting is in the opinion of the Board designed or calculated to unfairly enhance the cost on price of such commodities.

At the annual meeting of the Retail Merchants' Association, attended by more than 600 delegates, among other subjects discussed was that of the co-operative stores, and a resolution was passed voicing the strong opposition of the Association to any legislation which would give these stores any special advantages which would be detrimental to the retail trade of the country. The delegates took this stand on the ground that the operations of co-operative

Continued on page 38.

stores, after due investigation by competent authorities, have not been found to be according to legitimate methods of merchandising.

The mail order houses were also under fire, and the opinion of the delegates was unanimously to the effect, with regard to the parcel post service, that all parcels by mail should cover the cost of carrying them; that no portion of the cost of operating the parcel post system should be applied to the cost of carrying letters in the mail.

The Government will also be requested to provide that there shall be no increase to the "limit size" of the parcels to be carried by the system.

Against Eight-hour Day

The convention went on record as being unanimously in favor of daylight saving for towns and cities, and opposed to a legislated 8-hour day. In this respect it was claimed that the legislation enjoyed now, which gives to each Province the power to regulate the hours at which shops may open and close, according to the desire expressed by the majority of the merchants concerned, is sufficient, without the necessity for a flat 8-hour day, which, it was declared, would be unworkable for the retail trades.

Clothing Profits

The board went into the question of the order of the Board of Commerce, relating to the limitation of profits on ready-made clothing. The order of the Board provides that the profit upon suits sold at $25 shall not be more than 26 per cent., while the limit on suits of a higher value is placed at thirty-three and one-third per cent.

It was decided to ask the Government to change the order to read that a flat margin of thirty-three and one-third per cent. shall be permitted retailers upon all suits, with the exception of extreme styles.

Would Bar Orientals

Retail merchants from the West voiced objection to Oriental immigration and it was moved by Mr. J. H. McRobbie, of Vancouver, that the Government be memorialized that all Oriental immigration to Canada be prohibited.

Western delegates stated that the Chinese were embarking in the clothing and grocery trades to the dissatisfaction of the retail merchants.

The clothiers' section of the Association suggested that the Board of Commerce order should be altered to allow retail clothiers to add $2 to the price of each suit, to take care of the cost of alterations and fitting.

Says Price of Cement is Likely to Advance Rather Than Decline

Record Demand is Expected for 1920, Says John Lavelle—In Addition to General Business Many Big Public Projects Have Been Held Over

"THE fact that the last month in 1919, which, according to all previous experiences is seasonably quiet, was the best month in the history of our business, shows better perhaps than anything else the outlook for trade."

This was the statement made by John Lavelle, manager of Alfred Rogers, Limited, cement manufacturers, Toronto, in discussing with HARDWARE & METAL the business outlook for the next few months.

Sees Big Business

"If present indications may be taken as a guide," he said, "I believe that 1920 is going to see new records made in cement sales. I am looking for the greatest expansion in our history. At this time of the year contractors all over the country are usually very busy getting after prospects and lining up business that will keep them employed through the spring and summer. It is a fact that at the present time many contractors are refusing to take on any more business because they have more now than they can handle and do not wish to be tied up with obligations which they cannot fulfil."

General Expansion

Mr. Lavelle pointed out that all branches of the cement business are showing steady expansion.

"One of the biggest factors in the situation," he said, "is the demand for cement for factory extensions. All over the country firms are being forced to enlarge their factories in order to take care of growing trade. The fact that the cost of building has greatly increased is not affecting the situation greatly. The corporations have need of more room and they are going ahead. I really believe that many are being forced to build now who have been holding back for some time in the hope that prices were going to come down.

No Price Reduction

"As a matter of fact, the cost has been increasing steadily. Everything we use in the production of cement, from a bolt for the machinery up, has increased in price. Take sacks for instance. They are nearly double the pre-war prices. It has always been our custom to charge these sacks to the consumer at what they cost us. Although the sacks have increased so much we have not made any higher charge for them. It may readily be seen that if sacks are lost we stand to lose the difference, which is considerable during the season.

"All indications point to advances being made in cement prices rather than any reduction.

Are Kept Very Busy

"Usually we close down our plant every year at this time in order to thoroughly overhaul the machinery and get everything in good shape so as to speed up production later and take care of all the business offering. This year we will have the greatest difficulty in carrying out even needed repairs as the demand continues to pile up and is more than keeping pace with production."

Mr. Lavelle pointed out that in addition to the cement required for factory extensions and for ordinary building purposes there are many projects which have been held over owing to war conditions such as new roads, road improvements, new cement bridges, and many large public projects. Many of these are now proceeding and will have to be taken care of in addition to all the other business offering.

Expects Big Increase in Bicycle Trade This Year

Three Times the Business That Was Handled Last Year is Prediction of Manager Who Says That Trade in 1919 Was Very Satisfactory

THE outlook for an exceedingly busy bicycle seasons is forecast by Iver Johnson Arms Cycle Works, Fitchburg, Mass.

In a letter received from Lovell Johnson, president of the firm, he outlines his views to HARDWARE AND METAL, as follows:

"On the bicycle situation it looks to us that for 1920 it would be just a three to one proposition, that is, where we sold one bicycle during the year just past we would sell three this year, and from looking up the information, although our business is not much in Canada, because we do not do a jobbing business, but go to the retail trade, still the ratio seems to hold good. We have had an exceptional bicycle year. We expect a three times larger one this year, if we can, in any way, take care of it.

"Our difficulty has been raw material, labor and production.

Fire Arms Are Active

"On firearms it is simply a matter of production, although lately not so much with us in Canada on account of having arrangements for banking up there, but in most foreign countries the matter of exchange is working against the delivery of goods, but whether it will be Canada or the United States we have the orders."

The above goes to point out how bicycles, etc., as other lines, upon which much has been said of late regarding the outlook for 1920, will be in excessive demand. All indications points to an exceedingly busy season and it would seem that, in a nut-shell, it would be a matter of providing against one requirement at an early date if only to get delivery.

Says Results in Retail Selling Are Gauged Almost Entirely by the Extent of the Display and Advertising Done

Every Year Sees Increasing Opportunities Offered to the Hardware Merchants for Sale of Various Electrical Goods in All Parts of the Country

WORTH CONSIDERING

The J. H. Ashdown Hardware Company, Ltd., of Winnipeg, considers display to be such an important factor in the sale of electrical goods that a prominent window in the retail store is constantly used. The display is changed very often.

The manager declares that the power of suggestion is one of the most important factors in the sale of electrical goods.

The adaptation of electricity to everyday life, he says, is constantly growing. Everyone is interested to some extent in the wonders of electricity and the least suggestion generally suffices to make a prospective customer of the person appealed to.

THAT results in retail selling are gauged almost entirely by the extent of the display and advertising done is the opinion of H. W. Bland, manager of the retail electrical and automobile accessory departments of the J. H. Ashdown Hardware Co., Ltd., Winnipeg. This is the basis on which Mr. Bland organized his department when he assumed the management a year ago, having been transferred from the wholesale department of the company. The foregoing working basis is of course subject to modification as regards the seasonableness of lines, best methods of display, etc., but on the whole the plan has worked well and proved itself on an actual business basis.

Uses Window Displays

It is interesting to note that the J. H. Ashdown Hardware Company considers display to be such an important factor in the sale of electrical goods that a prominent window in the retail store is

HAVE YOU THOUGHT OF THIS?

With the scarcity and high cost of domestic help, a scarcity that is as acute out in the country districts as in the cities, the demand for labor-saving devices in the home has tremendously increased. Under this heading come such lines as machine motors, vacuum cleaners and the long list of utilities.

A little intelligent sales talk backed by demonstrations, says the manager, will convince customers that standard lines are cheapest in the long run from the standpoint of service, and the trade in high-class lines will not suffer.

Imagine how favorably impressed you would be if you were Mr. or Mrs. Average Shopper and went into a store and saw a display like that shown above. Would you be interested? Of course you would and you would talk about it to your friends. There are many suggestions in this display in the electrical department of the J. H. Ashdown Hardware Co., Ltd., which you may adopt with profit in arranging your own stock.

constantly used for this line, and the display is changed very often.

Mr. Bland is of the opinion that the power of suggestion is one of the most important factors in the sale of electrical goods. This has resulted in large part from the multiplicity of new goods which are always coming on the market in this particular line.

Constantly Growing

The adaptation of electricity to everyday life is constantly growing, as new uses are found. Everyone is interested to some extent in the wonders of electricity, and the least suggestion generally suffices to arouse sufficient interest to make a prospective customer of the one so appealed to. Hence the constant win-

Note the attractive use of illustrations in the above advertisement. Also the prominence given to prices. No firm in the country is a more persistent advertiser than the Ashdown Hardware Co., Ltd., and it brings splendid results.

dow and counter displays in the Ashdown store.

Homelike Effects

On visiting the Ashdown electrical department the representative of HARDWARE AND METAL made particular note of any factors used to advantage in display. The effect of the window, to start with, was homelike. On a cold winter day this effect is enough in itself to arrest the attention of passersby. Once arrested, the attention was held by the appeal of the various lines shown in actual use. The percolator was ready to be tapped for its steaming contents into the tray of dainty cups and saucers at hand. The toasters and toaster stoves were shown ready for use. Portable lamps, illuminated, cast a warming glow over the whole display. Flashlights and batteries, grills, heaters, etc., also figured prominently.

Each article was plainly marked with a price tag, and a neatly-written card in the centre invited inspection of the department, with directions as to how to reach that department. This was not a Christmas display but merely one of the usual Ashdown displays of seasonable lines.

The electrical department itself, which heretofore has been on the third floor of the retail store, will shortly be moved to the second floor where nearly double the present floor space will be available. This change is but part of a general readjustment taking place in the Ashdown store, whereby the whole six floors of the Ashdown block will be occupied by the store, and two extra floors will thus be utilized.

Plan Separate Rooms

The section which in future will be devoted to the electrical department will adapt itself well to the working out of some display ideas which Mr. Bland has in mind. These will take the form of separate rooms or sections for the display of ceiling and wall fixtures, the wider use of illumination to demonstrate articles on sale, etc.

In the present location the electrical department has been too cramped to make full use of the display factor. Despite this handicap Mr. Bland has a number of instances wherein unique ideas in display worked out on a minor basis have proved their value.

Got Them Moving

As an example the stock of the department at the time Mr. Bland took charge, included a range of expensive lamp shades which were moving very slowly. To liven things up, a board was constructed with a number of sockets and a sample of the various shades illuminated. This board was placed in a prominent location near the entrance to the department, and, according to the department manager, sales of that line increased 75 per cent. as a result. This fact indicates the importance of suggestion in the sale of electrical goods.

Keep Them Displayed

In the counter and showcase displays of the department the point Mr. Bland emphasizes is to get the seasonable and new goods prominently before the eye of the customer. Frequent changes can be made as the seasons go and come, and as new lines are placed on the market.

The demand for labor-saving equipment in electrical goods is very insistent, says Mr. Bland. This is one phase of the business in which many new lines are constantly appearing, and which, therefore, calls for some discrimination in purchasing. As a rule the Ashdown electrical department does not depart far from the rule of selling only staple, nationally-advertised lines. With the scarcity and high cost of domestic help, the demand for labor-saving devices in the household has proportionately increased. Under this heading lines such as sewing machine motors, vacuum cleaners, etc., come in for the biggest sale.

Foundation of Trade

While a certain portion of trade rushes for bargain goods at cheap prices, the standard nationally-advertised lines of electrical goods form the foundation of trade. In a few cases such as in the sale of electric irons, where prices of the best makes have been forced up by market conditions, the sale of cheaper grades has temporarily increased, but a little intelligent sales talk convinces the customer that the standard lines are cheapest from the standpoint of service, and trade in high-class lines will not suffer. According to Mr. Bland the stocking of only well-known staple lines as compared with stocking the fancy lines which turn slowly, helps to maintain a fair price level and fair volume of trade for staple lines even when prices are forced up.

Plan Works Well

In the Ashdown store Mr. Bland has the management of both the electrical and auto accessory departments, and the two are located next to each other. Asked as to whether there was any advantage to be secured from combining any phases of the two departments, Mr. Bland pointed out that while customers in one department frequently made pur-

Here is a snappy little ad. that will carry an appeal to thousands of people and bring in direct results. There are suggestions here for arranging your own ads.

chases in the other through the power of suggestion as promoted through the counter displays, the volume of trade so secured was not very great, and that this was not the underlying idea of combining the two departments under one management. The majority of such sales were of electrical equipment for automobiles and for fitting up garages.

To Display Samples

When the electrical department takes over its new location it is Mr. Bland's intention to have the display counters and shelving so arranged that all reserve stock in cartons and boxes will be out of sight, and that samples of each line carried will be attractively and effectively displayed so as to secure the maximum results from this important factor. The creation of a pleasing effect, initially, followed by the attraction of the customers' attention, and lastly by securing the customers' interest, will be the basis on which the department will be arranged.

Taking over larger floor space is but one indication of the faith the Ashdown management places in the prospects for big trade development throughout the West during the next few years.

Test Yourself With These Questions

Answer Each One of Them and Then Check Up the Results—You May be Surprised to Find That There Are Weak Points in Your Business That You Have Never Considered—Stop All Leaks and Conserve Your Profits

(All rights reserved. Wm. A. Hersey, Robt. H. Ingersoll & Bro.)

PERHAPS *there isn't a single screw loose in your business.*

The question is—are you sure there isn't? Your position toward your business should be the same as that of a doctor towards his patient. A doctor examines his patient and finds out what is wrong and then prescribes a remedy. You, on the other hand, should examine your business—every so often—from an impartial viewpoint. Try to find your weak points and when you find there is anything wrong, or that there is anything that you are not doing that you should do—then do all you can to remedy it.

The following list of questions was made up after a long and careful study of the failings of many merchants. Ask yourself each one of these questions. Check these to which you cannot answer "yes." After you have completed the list, begin immediately to remedy the points on which you are lacking. Remember, by ignoring your weak points you are not harming anyone but yourself. It is just the same as if you would go to a doctor and then ignore the remedy he prescribes.

BUYING AND SELLING

1 Do you allow your personal tastes to influence you too much in your buying? .....
You should analyze your customers' wants and not your own preferences. People in each community have certain likes and dislikes which must be taken into consideration if you wish to secure all their patronage.

* * *

2 Do you overcome sales resistance by pushing nationally advertised goods? .....
Advertised lines are easier to sell than non-advertised lines. And it is the easier selling lines which help you to turn your stock oftener.

* * *

3 Have you studied all the goods you handle to know the selling points of them? .....
To secure selling points of the lines you handle, it is a good idea to read the manufacturers' literature on them—trade newspapers—newspaper articles, etc. These are but a few of the sources of information.

* * *

4 Have you carefully planned the interior arrangement of your store, that is, the arrangement of your different departments? .....
Quite often you can get good ideas for the arrangement of your store by studying the arrangement of other stores, especially the large and successful stores.

* * *

5 Have you a good lighting system to show your goods to the best advantage? .....

* * *

6 Is your stock clean and well arranged? Does it invite inspection? .....

* * *

7 Do you ever look at your store from the viewpoint of a customer? .....
If you will look at your store as a customer does, that is, casually pass your windows—go into your store as if you did not know anything about it, it will often help you make it more attractive.

* * *

8 Have you tried changing around the arrangements of your departments, to see which is the most profitable? .....
Quite often, by changing the departments from one part of the store to another, you will find it will enable you to sell more goods. The same is true of all other departments, and also all lines.

* * *

9 Do you clerks render prompt and courteous service? .....

* * *

10 Do you keep a record of your sales by departments, so that you can tell which departments are falling behind? .....

* * *

10a Do your records show you which articles and lines are not selling as quickly as they should, and have you a system of watching your records so that the slow sellers will not be in stock too long? .....

* * *

11 Can you tell each day the cost of the goods that you sell each day, so that you will know whether or not you are making a profit on the goods that you sell? .....

* * *

12 Do you keep a record of your sales by clerks, so that you know which clerks are earning a profit and which are not?

* * *

13 Are all of your goods marked in plain figures, so as to impress upon your customers that you do business on a one-price basis? .....

* * *

14 Do you put special efforts on certain departments because that department appeals to you more than others do? .....

* * *

15 Have you a system for securing names and addresses of new prospective customers, and facts pertaining to them? And do you also keep a record for securing of information that will help you make more sales among your customers, such as keeping a record of wedding anniversaries, birthdays, etc?

* * *

16 Have you tried to enlarge your selling territory in outlying districts, either through solicitation—or advertising?

* * *

17 Do you advertise through your local paper? .....

* * *

18 When you do get up advertisements, do you get them up because it is a job that must be done, or do you make them carefully? .....

* * *

19 Do you advertise seasonable goods? .....

* * *

20 Do you make a study of the advertisements used by other merchants, that is, not only those used by other stores in your line, but of other kinds of stores as well? .....

* * *

21 Do you make a study of manufacturers' advertisements of lines that you handle to get ideas for your own advertisements? .....

* * *

22 Do you use the cut service and other advertising helps supplied by manufacturers? .....

* * *

23 Have you a mailing list? .....

* * *

24 Do you keep your mailing list up to date? .....

* * *

25 Do you use your mailing list? .....

* * *

26 Are you able to tell from your records whether your advertising does actually increase your sales for the articles or lines advertised? .....

Some advertisements, such as advertising special sales, should bring immediate results, but unless you have the right sort of records, you cannot tell just how much good your advertising does.

* * *

27 Do you set aside an appropriation at the beginning of each year for advertising for the coming year? .....

That is, do you set aside a certain amount of money for the ensuing year, based on your expectation of the volume of business you expect during that year?

* * *

28 Do your records show what percentage you spend for advertising, that is, the amount you spend for advertising compared to your gross sales, and also, the amount you spend for advertising compared with your total overhead expenses? .....

* * *

WINDOW DISPLAY

29 Do you carefully plan your window displays, or do you just use your windows as show windows, and not as sales windows? .....

* * *

30 Do you display seasonable goods? .....

* * *

31 Do you keep your windows clean? .....

* * *

32 Do you try to have your windows better looking than the windows of your competitors? .....

* * *

33 Do you use manufacturers' display material? .....

* * *

34 Do you watch for manufacturers' advertising campaigns and plan window displays to connect up with those campaigns? .....

* * *

35 Do you have price tickets on most of the goods displayed? .....

* * *

36 Can you tell from your records whether your displays actually increase the sales of articles that you display? .....

Unless you keep a record of your sales by lines and departments, you cannot tell which displays pay the best.

* * *

GENERAL MANAGEMENT

37 Have you a good system of records that enables you to manage your business on facts, or do you manage it on guesswork? .....

* * *

38 Do you know how often you turn your stock in each department? .....

* * *

39 Do you know, beyond the possibility of a doubt, that the selling prices on everything that you handle are based on the proper mark-up? .....

* * *

40 Do you know exactly what your expenses are and whether or not they could be trimmed in any way? .....

If you merely keep a record of your expenses as money paid out, you cannot tell whether they are high or low, but you should keep them on an account basis, enabling you to know just what you are spending your money for. In every well-organized business, the manager should be able to tell at a glance what his expenses were for any particular time, for any particular class of expense.

* * *

41 Do you know how much you have to sell at the beginning of each month to meet your expenses for the coming month, and to make a profit? .....

* * *

42 Do you know what your net profit and expenses are for each month? .....

43 Do you know exactly how much money you have tied up in stock by departments? .....

* * *

44 Do you know how your expenses for any given month compare with those of a month, six months previous, or a year previous? .....

* * *

45 Do you know how large an investment your fixtures and your store represent, and do you charge off 10 per cent. for depreciation each year? .....

* * *

46 Do you have considerable trouble in making out your Income Tax Report, or are your records in such shape that you can make it out in a comparatively short time? .....

* * *

47 Do you charge off the right amount each year for loss through theft, or other reasons, that is, do you base your charges on facts, instead of guesswork? .....

* * *

48 Do you know whether you have any lines that are eating up the profits you make on other lines? .....

* * *

49 Do you keep an accounts receivable ledger? That is—a record of all goods sold on credit, so that you know exactly who owes you and how much? .....

* * *

50 Do you use every effort possible to keep accounts receivable down to a minimum? .....

* * *

51 Are you careful in extending credit? .....

* * *

52 Do you know exactly how much money you owe to manufacturers, jobbers and others? .....

* * *

53 Do your clerks like their boss? .....

* * *

54 Do you try to educate your clerks to get the most out of them, or do you let them shift for themselves? .....

* * *

55 Does your treatment of employees inspire respect, loyalty and energy? .....

* * *

56 Do you pay your clerks on a salary and bonus basis, making it worth their while to increase their sales? .....

* * *

57 Do you discount your bills? .....

* * *

58 Do you belong to a local, provincial or national association, and do you attend their meetings? .....

* * *

59 Do you read trade newspapers? .....

* * *

60 Do you use your own and your clerks' time according to relative value, that is, do you reserve your time for executive work and plan to let your minor help take care of your minor work? .....

* * *

61 Are you open to suggestions, or are you set in your ways? .....

* * *

62 Do you like your work? .....

* * *

63 Do you take a vacation every year? .....

* * *

64 Do you take an annual inventory?—do you compare it with your permanent stock record to see whether or not you are short any goods? .....

* * *

65 Do you make immediate and satisfactory adjustments of all complaints, so that your customers are satisfied? .....

Convention Program Nearing Completion

Plans Now in Final Stages Indicate That This Year's Gathering of the Ontario Retail Hardware Dealers Will be a Hummer—Practical Features of Special Interest and Value to the Men in the Trade Are Numerous—Come Yourself and Bring Another Hardware Merchant—A Big Attendance Always Makes for a Better Convention

SECRETARY MACPHERSON, of the Ontario Retail Hardware Association, has advised HARDWARE AND METAL that plans are practically completed for the big convention to be held in Hamilton on February 17, 18, 19 and 20.

The convention program is almost completed and the official program will be made public towards the end of the present month.

With a big increase in membership over last year, and with many of last year's problems solved it is altogether likely that, from an attendance standpoint, the coming convention will be much larger than that of last year. Many retailers were unable to get away last year owing to the scarcity of help, but this problem has now been solved to a great extent, and many retailers will be able to get away for the first time in four or five years.

Will Give Addresses

Among the many features of the convention there will be a number of ten-minute addresses by prominent manufacturers, giving their views regarding the outlook in their respective lines. Among subjects to be taken up under the heading are, iron and steel, ready-mixed paints, white lead, linseed oil, manufactured steel products, and other lines.

A number of selling talks will also be given by members of the sales departments of various manufacturers. These subjects will be listed under such headings as: "How to Sell Hangers," "How to Sell Roofing," etc.

A number of special speakers on various business topics will also be included in the program, and a complete announcement in this connection will be made later.

It is also possible that arrangements will be made for visit to a number of the most important plants in Hamilton in order to show the hardware merchants how hardware goods are made.

Several social features are promised in connection with the convention, and judging by the success of past affairs of this kind, will probably prove highly entertaining.

The Question Box

The question box session promises to be unusually interesting this year, and it is announced that several important questions have already been forwarded to the secretary.

At one session there are a number of very important questions to be discussed. A few of the questions received from the secretary are as follows:—

"How can department stores and mail order houses quote $3.90 for smokeless shells which cost the dealer $3.90 from jobber?"

"Would a law requiring an analysis or other description of contents on paint packages be of any benefit to the retail trade to meet competition of low price paints sold by department stores and mail order houses?"

"Should graniteware manufacturers sell their goods to dry goods houses to be used as leaders to attract trade?"

"Should the retail hardware trade expect some guarantee from paint manufacturers to prove that the high price paints are superior to paints sold at 30 to 50% less by department stores?"

An Important Question

"The retailers' profits—where are they?"

"Is the jobber getting business and profits properly belonging to the retail merchant? If so, how shall they be recovered?"

"Can our Association assist travellers in their efforts to secure a uniform weekly half-holiday during the summer months?"

"Should manufacturers of ready roofing sell contractors, lumber dealers, undertakers, etc.? Are hardwaremen losing interest in this line through other competitions and low margin of profits?"

"Has your business been affected by operation of United Farmers' co-operative buying schemes? If so, how?"

"What is your attitude on the binder twine situation?"

Is is understood that these are only a few of the many important questions to come up for discussion.

Discuss New Lines

Another point which is expected will be taken up and discussed at the Retailers' Session is that of new lines for the hardware merchant. It is well known that during the past two or three years many new lines have been taken on by the hardware trade and there are many individual cases where great successes have been made in selling lines which a few years ago where not considered eligible as hardware lines. In many stores it has been found that these new lines can be introduced and displayed in space which has been formerly occupied by staple lines which are in constant demand but which may be stocked without taking up too much valuable display space. The question of using display space to best advantage is one which will probably receive considerable attention at the coming convention. Secretary MacPherson states that there will be a larger number of exhibits than at any convention since pre-war days.

In succeeding issues further details will be given regarding the convention program and HARDWARE AND METAL strongly urges all retail hardware merchants to attend the convention if possible.

Stoves and Ranges Advance 10 to 20%

Increases Made All Along the Line for Stoves and Special Ranges — The Result of Advancing Costs for Raw Materials, Labor and Freight Charges

AS announced in HARDWARE AND METAL last week, advances are effective for stoves and ranges, the increases varying, and ranging from 10 per cent. to 20 per cent. The actual increases effective are given as follows by one of the Canadian stove makers—Standard stoves and ranges, 20 per cent. advance; lighter grades, 15 per cent.; gas and electric stoves and ranges, 10 per cent. It will be readily understood that the heavier types of better ranges containing much more, and very often, superior metal, are naturally subject to the greater advance.

Is No Surprise

HARDWARE AND METAL has predicted the tendencies of the stove market for several weeks past and outlined that advances were not only likely, but bound to come, and that these would be the result of conditions that developed, largely, outside of Canada. These forecasts have been made, not only in the market reports, but several special articles have been published on the trend of the market, all indicating the upward tendencies. Therefore, the advances were to be anticipated.

In the first place, pig iron is now advanced to a price that is from $5 to $7 per ton higher than the market for a few weeks ago. This is one of the very first and most important contributory causes of the advance.

Moulders have, of late, been asking for, and insisting upon a greater return for their labor. They have been getting these increases from time to time, and as they are a class of labor which command a considerable return for the work they perform, the second of the important considerations is that embodied in these facts.

Freight and cartage costs, the third assigned reason of the above manufacturer, have so materially advanced as to make higher prices for stoves and ranges necessary.

Future Delivery and Prices

Asked as to the probability of the new schedules, now effective, (and which apply as from January 8th) holding for some time, one manufacturer said, "The new prices will probably apply for the next five or six months."

Another informant would not make a definite forecast, but stated that the probabilities were that there will be no early increases over the new schedules just made effective.

Next, then, a consideration of the delivery problem was introduced, and HARDWARE AND METAL was informed that, for the time being, manufacturers will be able to make fairly prompt deliveries, but for how long, is uncertain. "Bookings will be taken care of," was the comment from one source. "Very uncertain," was the reply of a second manufacturer. It would, therefore, appear that with production calling for raw material in immensely large quantities for so many diverse lines of goods, stove makers will have their hands full in taking care of trade requirements. They, in common with manufacturers of many lines of goods, simply will not attempt to forecast the future.

One of the essentials in displaying stoves is to keep the stock looking its best. Stoves, if given a little attention, will make an attractive showing grouped in the store. It is always easier to sell merchandise that looks new and bright and it is a good ad. for the store.

Western Executive Council of Merchants is Formed at Big Meeting in Regina

By Close Co-operation Retailers of Manitoba, Alberta, Saskatchewan and British Columbia Hope to Achieve Solution of Mutual Problems—J. A. Banfield is Chosen President

REGINA, Sask.—At a meeting of retail merchants held in the City Hall here representatives from all parts of the Western Provinces were in attendance and appointed a Western Executive Council of Merchants.

The principal objects of the council will be to consolidate efforts of retailers in four Western Provinces and to deal with Western matters as a whole.

J. A. Banfield, representing Manitoba, president of the Dominion Retail Merchants' Association, was chosen as president of the council. Other officers are: W. McRobie, representing British Columbia; T. G. Gaetz, representing Alberta, honorary secretary; F. E. Raymond, of Saskatoon, secretary; W. P. Ball, of Assiniboia, representing Saskatchewan, treasurer.

It is felt that there are many problems which while affecting either Manitoba, Alberta, Saskatchewan and British Columbia individually also have a wide general bearing. By working together the merchants estimate that their efforts in the solution of these various matters will have many times the weight that can be obtained either by the work of individual associations or even a provincial association.

James W. Duncan Goes to Winnipeg

James W. Duncan, who formerly covered the Regina territory for the Canada Paint Company, has been appointed paint representative for the Marshall Wells Co., of Winnipeg. He has a thorough knowledge of the paint trade, having learned how to apply paints and varnishes while working with his father, in 1898, in Nebraska. In 1904 he went into business for himself and handled many contracts. In 1912 he joined the sales staff of the Sherwin-Williams Co., on the Pacific coast. In 1916 he went with the Acme White Lead and Color Co., of Detroit, and in 1918 returned to Canada and travelled through Saskatchewan for the C. P. Co.

JAMES W. DUNCAN

Appointed Western factory representative for the Marshall Wells Co., of Winnipeg.

A. E. Turvey Goes To Edmonton Shortly

Announcement is made by the Dominion Cartridge Co., Ltd., Montreal, of the appointment of A. E. Turvey, as representative for Alberta, with headquarters at Edmonton.

Mr. Turvey was formerly local representative at Winnipeg for this company, and is well known to the Western trade. His new duties will be assumed on February 1.

Weather Conditions Affected Business

Regina, Sask.—The very important part that weather conditions play in connection with business activity is emphasized in returns which have just been completed and show that business failures for 1919 totalled 91, with a liability of $816,898.52, as compared with 75 in 1918, with a liability of $593,930.54.

In the western part of the province, in both the northern and southern sections, the grain yield was practically a failure. In many other sections, while there was an average crop, it was considerably spotted. The destruction by hail was much greater than in 1918.

Wholesalers and jobbers in practically all lines of staples report a considerably greater volume of business compared with 1918, but the higher cost of goods acted as a deterrent to some extent in paying for same. Many merchants ordered greater amounts of stock than were really necessary, thinking that part would be back ordered, consequently most of the orders were practically filled and the merchants were overstocked.

Joins Sales Staff of Wood, Vallance, Ltd.

John Bates, formerly of the hardware firm of Armstrong, Smyth & Dowswell, Regina, has joined the sales staff of Wood, Vallance, Ltd., Winnipeg. He spent eight years in the hardware business, and was a most successful salesman. He spent one year in the army, going overseas from Regina with the Royal North-West Mounted Police unit. Mr. Bates won for himself a wide circle of friends in Regina who extended to him every good wish on his leaving for Winnipeg.

JOHN BATES

Of Regina who has joined the sales staff of Wood Vallance Co., of Winnipeg.

Early Closing on Saturday Evenings

Regina, Sask.—Several of the leading hardware stores have adopted early closing on Saturday evenings, and the views expressed by members of the firms indicate that they are well pleased with the way it is working out. At the present time the gents' furnishings, departmental, jewellery, and boot and shoe stores close early on Saturdays, and it is likely that the plan will be adopted by other merchants before long.

Fred Basterville, the Goodell-Pratt Co.'s representative in Minnesota, the Dakotas and Wisconsin, has been spending his holidays visiting his parents in Winnipeg. He is a son of C. A. Basterville, who for a number of years conducted a retail hardware store on Main St., Winnipeg.

EDITORIAL COMMENT

THEY ARE OPTIMISTIC

IN the past few weeks a large number of annual meetings of firms dealing in hardware lines, and of salesmen who call on the hardware trade, have been held. An outstanding feature of every one of these gatherings has been the enthusiasm and optimism over the business outlook for 1920. The views expressed by these men, both heads of firms and men who are in close daily touch with the trade of the country, is that the present year will see new records made. They are starting out with that attitude of mind and it is a good way to start. The man who thinks he is going to do big things and aims high is pretty sure to hit a much higher mark than the man who is doubtful and is not preparing for good business. There is a lesson for the hardware merchants in this spirit of the men who supply them. It is, of course, quite true that to some extent the optimism of the salesmen and others is based on what they hear from the hardware trade, but there is another factor too. The belief is general in the future of the Dominion, in its growth and its development, and this belief is backed by the fact that no country in the world to-day is on a more sound basis or has such rich resources to draw from.

IS READJUSTMENT AT HAND?

WARNINGS concerning the money situation which were conveyed to bankers following a financial conference at Washington on Tuesday, in some quarters are taken to indicate that credit contraction is coming and that an era of tighter money is at hand. No less an authority than Professor Adam Shortt, discussing the situation as far as Canada is concerned, writes under the heading: "Critical Time to Come," as follows: "Among the normal symptoms of costs overtaking prices and leading to the stifling of industry, are greatly increased bank deposits, both time and demand. To fully realize this trend one must eliminate Government transactions, as none of these are financed on the basis of meeting expenditure out of earnings and may therefore ignore the normal relations of costs and prices. In every financial form, extravagant expenditure, and especially after great wars, the depreciation in industrial and the appreciation in Government securities have been symptomatic factors. Contrary to popular expectation, however, the critical financial period never follows immediately on the close of a war; but only after such a period as permits of a great outburst of lavish expenditure and speculation, proportioned to the amount of inflation of credits and disbursements of Governments." Not only Canada, but the whole world has been pursuing an extravagant course. Bankers everywhere have been pointing it out for some time and business men have been wondering when the condition was going to be forced to stop.

The big thing for Canadian business men to remember, however, is that Canada is absolutely sound. A readjustment from present conditions will make for better business all round and no one realizes better than the merchants that a return to normal conditions is desirable. No country in the world is better able to stand such a temporary period than Canada. With this country's resources and the markets of the world bare, if Canadians go right along producing, the readjustment period should be short and cause no serious disturbance.

WESTERN CO-OPERATION

THE formation of a Western Executive Council of the merchants of Manitoba, Saskatchewan, Alberta, and British Columbia at a very largely attended meeting in Regina, shows the manner in which Western retailers are co-operating. This is merely a preliminary move in view of some of the important developments that may take place not only in trade matters but in legislation. The success of the Grain Growers' and other co-operative organizations of farmers has demonstrated the possibilities that follow united action and the Western merchants are preparing to adopt the same methods that have won success in other cases. With a tariff battle in the offing the whole situation is one that is filled with interest for every business man.

PARLIAMENT TO MEET

PARLIAMENT has been called to meet on February 26. Indications are that little legislation that will affect merchants and business interests generally will come up. As stated in a previous issue of HARDWARE AND METAL, there is little likelihood of any important changes being made in the tariff just now. The announcement that an inquiry into tariff matters is to take place after the session and that arrangements for it are already

under way indicates that any discussion regarding readjustments will be purely informal. Legislation dealing with labor questions and also with shipbuilding may affect retail business. The demands of organized labor for a 44-hour week in Canada with the establishment of a minimum wage adequate to insure a fair standard of living will have an important bearing not only on future production and future prices, but on trade itself. The hundreds of thousands of workers in Canada constitute an enormous buying power. Every merchant knows what increased wages has meant from a trade standpoint in the past five years. Business has never been better and there never was so much money in circulation. On the other hand, what has come to be known as "the vicious circle," in regard to high prices, has resulted and despite all efforts to check it has increased until everyone is affected. Just how the Government will deal with the demands of labor is a matter that will be watched with keen interest by merchants and manufacturers all over the country.

THE METAL WORKERS

THE statement of R. C. Brown, president of the Metal Trades Council in Toronto, that the demands of the unions this year, which are now being prepared, will not be excessive, is of importance to the retailers of Canada. The mere fact that there are to be demands in itself indicates possible advances in prices and at the present time this is a condition which business men all over the country are trying their hardest to combat. It will not be forgotten that last spring the men in the metal trades made demands and that when they were not met they called a strike. One result of this walkout was a shortage of goods which has not even yet been made up. Many of the men lost several months' time, and this at a period when merchants all over the country were crying for more goods. The walkout had a particularly serious effect on the building trades as for a time some of the lines required were practically off the market and many people who had planned to build could not go ahead, because they could not get the materials. Mr. Brown, in his remarks about the demands to be made, said: "We are not looking for a strike and we hope the employers understand the necessity for co-operation." This is a little different attitude from that taken a year ago, and it may be that some of those who spent several months doing nothing have learned a lesson.

SAYS RAISE IS NECESSARY

IN connection with the announcement in HARDWARE AND METAL two weeks ago that the Canadian railways are preparing to ask for power to increase freight rates, D. B. Hanna, of the Canadian National Railways, has since dealt publicly with the situation in discussing freight matters at London, Ont., before the business men. He declared that an increase in freight rates is positively necessary if the railways are to stay in business. He further declared that Canada is enjoying the lowest freight rates in the world and quoted figures showing that in England the tariffs are much higher than here. In speaking of the future, Mr. Hanna made some remarks that are of distinct interest to merchants all over the country. He gave it as his opinion that the Dominion is merely at the commencement period of a development that will be remarkable and predicted enormous immigration to Canada in the next few years. No country in the world, he declared, has a brighter future than Canada.

VERY MUCH IN THE GAME

BRITISH trade figures for the year which were published during the week show that British manufacturers are very, very much alive. The fact that both imports and exports reached new high levels show unmistakably that Britishers have been quick to take advantage of the new markets that are open. They are not only doing this, but they are going after more trade all the time and the prediction is freely made that 1920 figures will far exceed anything that has even been handled in the past. Even allowing for higher prices the huge figures of last year's import and export business show that Britain has not been letting any grass grow and also that British firms got back from a war basis to an exporting basis in remarkably short time. So much is this the case that some nations which were dreaming of world markets are awakening to find out that the markets they expected to get after the war are already supplied, and supplied by British goods.

Keep These Dates Clear
February 17, 18, 19, 20
Big Convention Ontario Retail Hardware Association at Hamilton, Canada — Programme Announced Shortly

EVENTS IN THE TRADE

Business Changes

Colborne, Ont.—T. Doyle has purchased the hardware business of Mrs. E. M. Black.

Toronto, Ont.—H. W. Shortt is withdrawing from the Hardware Company of Toronto.

Swift Current, Sask.—H. A. Fyffe and L. W. D. Park have taken over the hardware business of Marshall and Kyle.

Obituary

John J. Norris, hardware merchant at Innisfree, Alberta, is dead.

The death occurred at Cornwall, Ont., of D. B. McDonald, for some time in the hardware business.

The death at Paisley, Ont., of John B. McArthur for many years engaged in the manufacture of carriages and later of a plow which he invented. He was 88 years old.

Fire Losses

In a $300,000 blaze which destroyed a business block on Sussex St. at Ottawa, on Wednesday, the Pedlar People, Ltd., sustained a loss of $25,000.

Personals

Blyth T. Stephenson, of the Winnipeg Paint and Glass Co., was a recent visitor with friends in Seaforth, Ont.

Prior to leaving for South Bend, Ind., where he has accepted a position with the Oliver Chilled Plow Co., A. C. Dann, superintendent of the International Plow Works, Hamilton, Ont., was presented with a gold watch.

Trade Notes

Dodd Heating Systems, Limited, Toronto, have moved to new and larger quarters at 504 Spadina Avenue.

Leonidas C. Corbeil, hardware, North Stukely, Que., has assigned to V. Lamarre.

The Canadian Seamless Wire Company, Limited, Toronto, has been granted permission to increase its capital from $50,000 to $150,000.

The Republic Motor Car Company of Canada, Limited, head office, London, Ont., has changed its name to Lincoln Motors, Limited.

Morgans Supply House, London, Ont., dealers in insecticides, poultry supplies, seeds and dairy supplies, is succeeded by Morgans Supply House, Limited.

J. E. Clipsham & Sons, Limited, hardware, Gravenhurst, Ont., have purchased new premises uptown and will occupy them as soon as alterations are completed.

Western News

G. M. Watson, of Wood, Vallance Limited, Winnipeg, won the Victory Bond offered by the Auto-Strop Razor Company.

F. J. O'Neill has left to visit his home in Arnprior and while in the east will visit Montreal and Toronto.

A. T. Redmond is in Minneapolis and Chicago for a short holiday.

Mrs. Geo. H. Herity is suffering from a nervous breakdown and will spend the winter months in Vancouver.

Montreal News

A. Birmingham, of J. H. Graham and Co., New York, is in Montreal on business.

Roy F. Soule, editor of "Hardware Age," New York, was a recent Montreal visitor.

Ernest Bureau, of Richardson and Bureau, Montreal, was in Quebec City this week.

Mr. Craig, of E. T. Wright and Co., Ltd., Hamilton, was in Montreal for a few days recently.

A meeting of the Canadian Paint, Oil and Varnish Association was held in Montreal on Thursday last.

Mr. Ray, representing Stevens-Hepner, Port Elgin, Ontario, called on the Montreal trade during the week.

John Richardson, Richardson & Bureau, Montreal, was on a trip to points east of Montreal this week.

C. F. Christian, of the Riverside Paint and Varnish Company, Incorporated, Boston, Mass., spent several days in Montreal recently.

A. M. A. Leclaire has been appointed representative for the Canada Paint Co., Ltd., in Eastern Townships, succeeding R. E. Travers, who has been transferred to Montreal.

Roval Cluxton, manager of the Canada Paint Co., Ltd., is leaving Montreal at the end of the week for Toronto on general business.

D. L. Scott, Montreal manager of the Canada Metal Co., Ltd., is attending the convention of salesmen being held at the head office in Toronto next week.

J. R. Terrill, of the Caverhill and Learmont Co., Montreal, is now convalescent, and will be back to business in a few days.

William Z. and Mrs. Thomas, both formerly of Wilmington, Delaware, and now of Montreal, where Mr. Thomas is employed with the Steel Company of Canada, celebrated their golden wedding some two weeks ago at their former home in Wilmington. A family gathering and suitable celebration was held in honor of the occasion.

News From Regina

Mr. McIntyre, of Prairie City, was in the city on business recently.

S. M. Stone, hardware merchant at Creelman, Sask., was a recent visitor in the city.

Mr. Bestall, representing Wood, Vallance, Ltd., Winnipeg, is calling on the trade in this vicinity.

Robert Watt, of Armstrong, Smyth & Dowswell, has returned after spending a few days with his family at Cadillac.

The hardware merchants are just finishing up their inventory of the past year and reports are very satisfactory.

Jack Gillespie, representing the McClary Mfg. Co., is very busy in the city these days getting large orders for spring.

Fred Ham, of Marshall Wells, Ltd., spent a few days in the city with friends before going to his territory in Manitoba.

The Regina Trading Company have plans under way for a $200,000 store, to be erected as soon as the snow is off the ground, on the corner of Scarth and Twelfth Ave.

Mr. Brodie, of Marshall Wells, Ltd., Winnipeg, formerly representative of this district, has been appointed the paint department sales manager of the Edmonton house.

Thomas Donald, formerly of Peart Bros., is the new representative for Marshall Wells Co., Winnipeg, on the Arcola branch, and south to the Boundary.

Important Merger Of British Firms

LONDON, Eng., Jan. 15.—The firm of Guest, Keen & Co. is absorbing John Lysaght & Co. Both of these are important iron, coal and engineering firms.

ELECTED PRESIDENT

Moncton, N.B.—At a recent meeting of the Maritime Oil Fields, Ltd., F. R. Sumner was elected president to fill the vacancy created by the death of his father, the late F. W. Sumner.

Notes From Moncton

Mr. Geo. Robertson has disposed of his hardware and grocery business.

Sheffield cutlery again appeared on the market and was in great demand.

The Sumner Co. has closed its plumbing department and is confining itself to the handling of fittings and supplies.

Messrs. T. & A. Legere, tinsmiths, have built a two-storey addition to their building on St. George St.

Two new rinks are making the demand for skates brisk. Hockey has once more made its appearance, and bids fair to be as popular as in pre-war days.

The holiday trade was on a par with other activities, and money was spent more freely than ever.

The many friends of W. Frank Hoar, who for fifteen years had represented the Thos. Davidson Mfg. Co. in the Maritime Provinces, heard of his sudden death with sincere regret.

Moncton, N.B.—At the annual meeting of the New Brunswick Wire Fence Company, the usual dividend was declared and the following officers elected: Hon. C. W. Robinson, president; W. D. Martin, vice-president; A. C. Chapman, secretary, manager and treasurer. Directors: J. T. Hawke, F. C. Jones, E. W. Givan, and Geo. A. Robertson.

Hardware Man Leads Fight For Good Roads

COBALT, Ont. — The Temiskaming Motor League has decided to vote $500 to improve the roads when the snow goes. The municipalities and Ontario Government will be asked to put up dollar for dollar. W. A. Taylor, of the Geo. Taylor Hardware Co., mayor of Liskeard, leads the Motor League this year.

William T. Hanrahan is Honored by Firm

On Saturday, at the close of business, a very pleasant event took place at the store of The Russill Hardware Co., when William T. Hanrahan was presented with a gold watch suitably engraved, completed with watch chain and society emblem, as an indication of appreciation by the firm of his twenty-five years' loyal service. Mr. Frank Russill read an address and made the presentation, to which Mr. Hanrahan made a suitable reply.

Son Has Been Taken Into Partnership

The business which has been conducted at St. John, N. B., for many years under the style of Campbell Bros., manufacturers of axes and edge tools, will in future be known as G. Wilford Campbell & Son. Mr. G. Wilford Campbell, who has been sole proprietor, has taken into partnership his son, Mr. Ken Campbell, who for several years has been superintendent of the works.

Jas. Feir to Manage New Branch at Regina

James Feir, of Wood Vallance, Ltd., Winnipeg, has been appointed general manager of the new warehouse which the firm expects to open in Regina about June 1st.

Mr. Feir will be succeeded by F. W. McGuire, formerly warehouse superintendent. George H. Herity, who has represented the company for many years in the Goose Lake district, takes the position rendered by the promotion of Mr. McGuire.

JAMES FEIR

Who has been appointed general manager of the new warehouse to be opened in Regina by Wood Vallance, Ltd.

To Meet in Winnipeg On February 18th

A meeting of the retail hardware merchants of Manitoba will be held in Winnipeg on Wednesday, February 18. It is expected that merchants will be in the city from all over the Province to attend Bonspiel Week, and the time was thought opportune for the hardware merchants to gather and discuss matters of interest to the trade.

Annual "At Home" To Be Held On February 25

At a meeting held in Toronto Wednesday evening arrangements were completed for holding the annual "At Home" of the members of the Toronto Retail Hardware Association. It will be held on the evening of February 25 in the Foresters' Hall, 22 College St. Last year's "At Home" was such a splendid success that it was decided to hold one every year and the committee in charge of the arrangements is sparing no efforts to make the coming gathering a real treat for all who attend.

Annual Luncheon of Dominion Battery Co.

Enthusiasm and a spirit of co-operation were outstanding features of the annual luncheon of the Dominion Battery Company, of Toronto, held in the King Edward Hotel. The affair was one of the most successful gatherings, both from a business and social standpoint, ever held in the history of the company.

Wm. M. Turnley, managing director, presided and among the principal speakers were President James Dixon, of Hamilton; Vice-President Geo. H. Gooderham, of Toronto; C. A. B. Brown, of Toronto, and C. W. Moodie, of Hamilton. All referred to the splendid progress made by the company and looked forward with confidence to the coming business year. Geo. H. Gooderham emphasized the importance of factory co-operation with the salesmen and the salesmen's co-operation with the factory.

Following the luncheon, Henry S. Gooderham, sales manager, on behalf of the salesmen and office staff, presented Mr. Turnley with a beautiful piece of cut-glass, and E. W. Long, on behalf of the salesmen and office staff, presented Mr. Gooderham with a cigarette-case.

Among others present were: E. W. Long, M. Engres, J. D. Bryan, C. D. Wright, P. C. Paiement, L. E. Walker, J. Crowsley, G. H. Babcock, E. G. Fuller, C. Lang and H. Ward.

Imperial Oil Salesmen Hold Annual Meeting

Salesmen of Imperial Oil, Limited, held their convention for Montreal and district this week, the sessions convening at the Ritz-Carlton Hotel.

An address of welcome was delivered on Thursday by the new general manager, F. J. Wolfe.

The refined oil and gasoline discussion was led by E. A. Hewitt, assistant manager, and a retrospect of the lubricating oil and the outlook for the future was covered by J. F. Donohue, assistant manager. Mr. Mills, of the automotive department, Toronto, and Mr. Polan, of the general sales department, outlined new policies to be inaugurated towards bigger business and better selling. Mr. Hogan, who is in charge of the marketing of Imperial asphalt and road oils, came down from Toronto and showed what the general salesmen can do towards encouraging sales of these products. Mr. Wellensgard, of the Gilbert & Barker Manufacturing Company, Springfield, Mass., displayed some new visible gasoline pumps. The matter of co-operation between the office and the salesmen was covered by Mr. McCahey. A theatre party Tuesday night and luncheon at the Ritz formed part of the entertaining.

Hardware Salesmen at Annual Meeting in Edmonton Discuss Outlook for 1920

EDMONTON, Alta. — Thirty-two members of the hardware department of Revillon Wholesale Limited attended "The Annual Get Together" and dinner at the Royal George Hotel. R. C. Chown was in the chair and following the dinner a discussion took place on the business outlook for 1920. J. E. Brown, the managing director of the company, was the first speaker, and his conservative optimism showed conclusively the great confidence he had in the province of Alberta as a whole, and he expressed himself as being specially pleased with the sentiments that prompted the members to get together for a social and business meeting such as was in progress.

The 1920 Outlook

Lorne Muir, manager and buyer for the general hardware department, was then called upon and gave the meeting a talk on the present market conditions, and the probable condition that would exist later on in the season of 1920. He outlined the difficulties encountered in securing supplies, and backed up his remarks by reports from the leading industrial centres of the continent, concluding by showing that unless some unforeseen situation arose the firm would have a reasonable supply of all necessary hardware during the coming season.

What's in a Name?

W. R. Bottom took for the subject of his address "What's in a Name," and utilizing the name "Revillon's" to build upon; "R" typifying reliability, "E" enthusiasm, "V" vision, "I" initiative, "LL" loyalty, "O" organization and "N" new ideas; he finished by taking the letter "S" for sales, which are the results of the combination of the other qualifications.

W. E. Greer, manager and buyer of the stove and paint department, who has just returned from an Eastern trip, gave a very encouraging talk on the prospects of a bumper year in this particular line.

Was Enthusiastic

G. R. Colville, representative in Edmonton of A. Ramsay & Son, Co., who is co-operating with Revillon's in the paint department, spoke convincingly on the paint situation, or to use his own term "spilled a little paint." Mr. Colville had just returned from a convention held at Montreal, and was full of enthusiasm.

Following Colville, T. W. Wells, of the shipping department, spoke briefly on how the shipping service could be facilitated by the inside staff and the road men bending their every effort toward co-operation.

G. L. Cunningham spoke for the sporting goods end of the department, outlining the plans for the coming season's work.

Had a Good Time

Considerable enjoyment was afforded by the crowd in general joining heartily in a number of songs during the evening, and other members of the staff were called upon for short impromptu speeches. Before the conclusion of the evening's entertainment John D. Barclay was peremptorily summoned to his feet and accused of having made the best record in sales of Community silverware in this district during the past season and was condemned to accept from Oneida Community silverware people a very handsome case of silverware.

A very hearty vote of thanks was given Chairman Chown and his able assistant Colville for the way they planned and successfully carried out the "get-together."

Crude Oil Prices Highest in 52 Years

"Crude oil is at the highest price now in 52 years," said S. R. Parsons, president of the British American Oil Company, Toronto, in discussing with HARDWARE AND METAL the recent advances made in gasoline and lubricating oils.

"Not since away back in 1868 have prices been so high for crude oil," said Mr. Parsons. "Prices to-day are just five times what they were six years ago. The whole question of the recent advances centres around crude oil. There is an enormous demand for oil and gasoline."

A press dispatch from Mexico states that an export duty of ten per cent. per ton on crude oil has been fixed by Presidential decree. The same decree fixed an ad valorem duty of three per cent. for refined gasoline and kerosene, with a six per cent. ad valorem duty on the unrefined product.

The Treasury Department will fix the value per ton of crude oil every two months, density and combustibility being taken into consideration by the Department.

The decree which is now effective reforms the law of April 13, 1917.

Annual Convention of Lewis Bros., Ltd.

THE forty travelling representatives of the wholesale hardware firm of Lewis Bros., Ltd., Montreal, together with the executive staff, held, what Sales Manager John A. Frazer states to be the most successful convention in the firm's history. Sessions were held in the Queen's Hotel, and all men were in from their respective territories to discuss the work for 1920, to exchange ideas, and to gather inspiration for the prosecution of their work on the respective fields. "All returned to their fields better posted," said Mr. Frazer to HARDWARE AND METAL, "and determined to break records in the coming year."

In addition to the travellers, several speakers addressed the convention from outside points, and this information was of an educative and inspirational nature. As with conventions of this sort, one of the prime ideas is that of developing latent, or stimulating outstanding salesmanship, and this was a feature of importance this year.

Had "Evening's Fun"

On Friday evening, to mark the close of the conferences, and at the invitation of Mr. Frazer, the whole sales, executive, office and warehouse staffs assembled at eight o'clock in the main dining hall of the Queen's Hotel, to partake of a sumptuous dinner, and, as the invitations read, "Enjoy an evening's fun." And such, in true earnest, it proved to be. Songs, choruses, instrumental selections (and which were provided by the firm's own orchestra), served to please the assemblage, or "congregation," as was suggested by the chairman of the evening, Mr. Frazer, for all could take part at will.

The address of the evening was delivered by Roy F. Soule, editor of "Hardware Age," and who had come to Montreal on the invitation of Mr. Frazer to address the salesmen. His address was masterful, and closely confined to "Salesmanship." Taking as his basic principle the assertion that we are all salesmen, Mr. Soule held strictly to the practical, and forcibly illustrated his points from real experiences that he had had while engaged in the hardware business, and as a trade paper editor. In a nutshell, the speaker summed up salesmanship as "the creation of additional business without additional expense." His address received close attention, and hearty applause.

There were present, as guests, a number of old "boys" of Lewis Bros., Ltd., and among the invited number were: Roy F. Soule, C. F. Christian, both of the United States; C. F. Smallpiece, John R. Anderson, E. A. Bureau, Mr. Craig, Prescott W. Robinson, Mr. Kenny, Mr. Blaikie, Mr. Pepper, A. H. Illsey, and others.

The entertainment was particularly interesting and enjoyable, in that the ladies were there in all their finery, and in well-balanced numbers.

Gave Mr. Lewis Lamp

One of the pleasing features of the "in-between" times of the convention week, was that of the presentation to James G. Lewis, by the travellers, of a very fine silver reading lamp. This took Mr. Lewis completely by surprise, and the gracious expression of the men from the road was very quietly made.

During the progress of the convention, a cablegram was dispatched to Sir Frederick Orr Lewis, congratulating him upon his elevation to the Peerage.

Fell Over Dead Talking With Friends

W. F. Hoar, of Bowmanville, Ont., who for the last fifteen years has represented the firm of Thomas Davidson Manufacturing Company, Limited, in the Maritime Provinces, dropped dead on Tuesday night while sitting conversing with some fellow-employees at the residence of Mr. F. H. Quirt, Oxenden avenue.

LATE FRANK HOAR

For many years representative of the Thomas Davidson Mfg. Co., Ltd., Montreal, in the Maritime Provinces.

Mr. Hoar was in Montreal over the holidays, attending the annual conference held for the salesmen.

The late Mr. Hoar began his travelling experience with the Thos. Davidson Mfg. Co., and was just entering upon his sixteenth year of service.

Late F. W. Sumner Left Estate of $522,000

MONCTON.—The estate of the late F. W. Sumner has been probated at $522,000. The only charitable bequest is one thousand dollars to the Moncton Y.M.C.A. Each of his daughters, Mrs. H. M. Wood, of Sackville, and Mrs. S. G. MacDougall, receives $100,000. The balance of the estate goes to his son, Roy Sumner.

Building is Active in City of Moncton

Moncton, N.B.—There is every indication that 1920 will see a splendid building year here. The past twelve months has been a record-breaker, there having been no less than 435 permits issued, amounting approximately to $3,000,000. A demand of this nature coming at a period when hardware of all kinds has been difficult to procure has kept everyone at the supply end working overtime. Contractors and sub-contractors from all over the Maritime Provinces and Upper Canada have profited, and Moncton firms have opened up selling accounts with many companies that never previously appeared on the same side of any ledger in the Lower Provinces.

Beatty Bros., Ltd., Annual Convention

More than sixty salesmen from the St. John, Montreal, Ontario, and other branches attended the anual convention of the sales staff of Beatty Bros., Ltd., held at Fergus, Ont. The sessions lasted for two days. On Monday evening a general session was held, at which proceedings were enlivened by a movie show, "Keeping the Boy on the Farm," and addresses by Messrs. Grabill and W. L. Ham.

The salesmen spent Tuesday afternoon at practical work in the factory, and one problem given them was to assemble different pumps which had been taken apart and piled in heaps on the floor. In the evening a banquet was held to which 175 invitations were issued. Mr. George Beatty, senior member of the firm, presided, and after the toast list M. J. Beatty presented $1,045 in prizes to the salesmen. Mr. St. Jean, of Montreal, won first prize. Mr. Banville, also of Montreal, won first in the hardware contest, and received $50.

Metal Workers Are Preparing Demands

TORONTO.—New wage schedules are being prepared by the members of the various metal trades unions. R. C. Brown, president of the Metal Trades Council, is authority for the statement that the demands upon employers will not be excessive.

"We are not looking for strikes," he said, "and we hope the employers understand the necessity for co-operation."

It will be remembered that the strike in the metal trades a year ago resulted in a shortage of many lines of goods that affected business all over the country.

An important change is being asked by the council from the metal trades section of the American Federation of Labor. The Federation is being requested to establish a metal trades headquarters in Canada with control over the organizations of the industry and the Marine Federation from Vancouver to Halifax.

British Toy Makers After German Trade

LONDON, Eng.—One of the principal makers of British toys, the greater part of whose employees are disabled soldiers, stated recently that British toy firms are oversold. The director of the greatest toy department in the London store world, in his turn, paid a tribute to the toys turned out by the ex-soldiers. "We are 'snowed under' with orders," he added.

He is optimistic as to the outlook for British toys and says the trade has nothing to fear if it shows enterprise in plant and organization, in buying supplies, and in salesmanship. "We ought to be able to send British toys to Leipzig Fair," he said, "that will give the Germans something to think about."

British Prices For Steel Advancing

LONDON, Eng. — Galvanized steel sheets have advanced £2 this week, bringing the price to £46. Welsh sheet bars were marked up to £18, or £1 higher. Tin plate workers will probably prefer a further demand of 50 per cent. increase

F. H. Cookson Goes With International Varnish Co.

F. H. Cookson has joined the sales staff of the International Varnish Co., Limited, at Toronto. For the present he will be engaged in looking after the store and architectural trade. Mr. Cookson is an experienced paint and varnish man and is known to the trade throughout the Province of Ontario and also in Western Canada.

F. H. COOKSON,

Who has joined the staff of the International Varnish Co., Toronto.

LETTER BOX

Glass Show Cases

Saskatoon Hardware Company, Saskatoon, Sask.—Can you give us the names of manufacturers of glass showcases suitable for cutlery or jewellery?

These may be procured from the following: Cameron & Campbell, Queen St. E., Toronto, Ont.; Duluth Show Case Company, Duluth, Minn.; Kent McClain, Limited, 181 Carlaw Ave., Toronto; Canada Show Case Company, 819 King St. W., Toronto.—Editor.

THE CLERKS DEPARTMENT

There is No Golden Key to the Door of Success, Says Percy S. Strauss

Vice-President of One of the World's Largest Department Stores Discusses Some of the Problems He Meets in Employing Men and Tells Particularly What He Has Learned About College Men

"I HAVE too firm a belief in the real value of a college education in business to claim that it is a golden key to the door of success. The door to success has no key; one has to batter it down. A college education, at most, merely gives weight to the battering ram and power to the biceps behind it. Moreover, I must admit that I have seen a few men who apparently would have stood a better chance of passing through that door if they had never seen a campus save from the sidewalk."

This is the view of Percy S. Strauss, vice-president of R. H. Macy & Co., Inc., the large New York department store. His story as told in the American Magazine is as follows:

"What is a college education worth to the young man entering business? How does the university graduate stack up against the self-trained man in the struggle for success and prosperity? At what value does a big employer appraise the B.A. or B.S. degree of a youth coming to him for a job?

"These questions hit home with peculiar force to-day, as our halls of higher learning are emerging from the shadow of the war and preparing for the largest enrollments in their history.

Watched Careers

"The college graduate in business has always interested me greatly, for I am both a college man and a business man myself. For years I have been watching the commercial careers of men with college degrees and, luckily, I have been able to employ scores of them, as well as to help many more find jobs elsewhere. Each of these individual cases has been illuminating; but before touching on any of them it may be well to glance at a few significant facts brought out by general investigations.

"In the days before war disrupted the old order of American industry, the status of the college man in business came in for its share of scientific analysis. Opinions were all right—as far as they went—but what did figures reveal? One of the bulletins issued under the authority of the Department of Education gives a tabulation of the experiences of one hundred business houses over a short period of years. This showed that ninety per cent. of college men rose to large salaries and responsible positions as compared with twenty-five per cent. of non-college men.

Not a Fair Deduction

"It is fascinatingly easy to jump from generalities to extravagant claims. After a glance at some of the figures we have been considering, one might be tempted to declare, 'Get a college education and your day of deliverance is at hand. The world will capitulate at the sight of your sheepskin.' But this is far from a fair deduction.

"One point should not be lost sight of in a consideration of the figures I have been quoting. The average youth who goes to college is likely to have a more promising early training than the youth who leaves school early. He is also likely to have better opportunities awaiting him on his graduation. These circumstances are not invariably true, in fact, I am not prepared to say they are true in a sweeping majority of cases; but they are a big enough factor to justify us in somewhat discounting figures that would otherwise be so overwhelming as to leave no further room for argument.

He Was Hampered

"I remember one brawny youth who wrote his name across the gridiron at a great Eastern university—for a while. He was a good student as well as a good athlete, but his activities in both directions were hampered by a perpetual restlessness. Always he was looking for some easy path to accomplishment, some way by which he could 'beat the game.' The football trainer, with his rigid regime, found him a most difficult subject.

"As soon as he had received his diploma this man set out to make his name in the steel business. He was willing to start at the bottom—even as a day laborer. That seemed fair enough, for was he not going to rise immediately to the top? His university degree would be the open sesame to success.

What Was Wrong?

"But his progress did not keep pace with his dreams. What was wrong? Not he himself. No, he must have still more collegiate training. So he left his first job and went back to the university to take up some special course. Education was to him a royal road. If he only had enough of it he could escape paying the usual price for success.

Getting Nowhere

"Another job in a steel mill without immediate recognition sent him back to his Alma Mater for a new course. And ever since then he has been shuttling from steel mill to university, from university to mill, confidently expecting that a richer and riper education would serve as a substitute for hard work. So we find an inflated estimate of the value of education a determining factor in the failure of one man—who will really do efficiently any definite job that is given him and who is quite honest with everyone in the world except himself.

Ought to Succeed

"College men ought to succeed in business. The chances are decidedly in their favor. Those who fail are likely to be the ones who leave their Alma Maters with the idea that the world is waiting for them with open arms—that their degrees entitle them to immediate positions paying from two thousand dollars to five thousand dollars a year. Such men are stronger in pride than in performance.

"I remember one graduate of a prominent Eastern university who came to work for me several years ago. He had a quick mind and real innate ability. Yet his usefulness to us was brought to a dismal end because he was never able to forget that he bore the stamp of this university.

Keep It Quiet.

"I always instruct college graduates entering our organization to tell no one that they are college men. I say to them:

"'If you cannot bring this home to other folk by superior and more intelligent work, let it remain a business secret.'

"More than once a college man has been referred to me for a position and has failed to put in an appearance. These graduates felt it was 'beneath their dignity' to work in a department store. A twelve-dollar-a-week job with some down-town banking firm meant more to them—for then they would be in a position to tell their friends they were 'on the Street.' This peculiar false pride blinked at the fact that our store had executive positions, with salaries ranging upward from five thousand dollars, waiting for men with the stuff to make good.

Fails to Develop

"Occasionally, also, one comes across the graduate who has failed to develop executive ability. If he happens to have a false sense of his own importance, he finds himself in the anomalous position of being unable to direct other men, and of being too proud, at the same time, to take a distinctly subordinate position and let others direct him.

"I am reminded of the case of a certain man who holds a master's degree from a well-known Eastern university, another degree from a Western college, and a third from one of the finest universities in Europe. In addition, he had an excellent brain, with a penchant for analytical research. An educational background of this sort, coupled with real innate ability, would seem sufficient to insure anyone's success.

"Less than a year ago this man (let us call him Thomas Dean) came to the head of a big plant with a request for work.

"'I haven't a dollar in the world,' said Dean; 'I don't know where I shall get my next meal or whether I shall sleep under a roof to-night.'

Did Not Get Busy

"The employer lent Dean fifteen dollars and offered him a chance to do certain statistical work in the organization. Did the down-and-outer jump at the chance? Not at all. It took him eleven days of indecision—until the fiteen dollars were spent—to make up his mind to accept. In the interim he was perhaps beguiling himself with visions of some industrial fairy prince stepping through the panel to make him an offer more of a match to his merits and his traditions. Once at work, Dean

showed a flash of real brilliancy in analyzing the operations of two departments. The unfortunate factor was that in getting his data Dean antagonized every man he met. His sense of 'superiority,' his inability to handle other men or to mix with them, his continual complaints, oral and written, to his immediate superior and to the head of the business, all made him about as popular as a thunderstorm at a picnic. His routine reports, the business analyses he was employed to make, were clear and sound, but each of them was signed with a flourish:

"Thomas Dean, Johns Hopkins, Ph.D."

"Is it any wonder that this man has never been able to hold a job permanently?

Continually Shifting

"Among unsuccessful college men one often finds this continual shifting from one job to another. The offices across the street look better to them than those where their desks are. The road that is far off seems quite devoid of hills and stones. They have the industrial wanderlust. They prefer to go 'gypsying' rather than to roll up their sleeves and pitch into the job nearest at hand. They do not really have ambitions; instead they have 'yearnings.' They want success, but they are quite unwilling to pay the price of success—which is nothing short of hard, faithful, intelligent work.

"I do not mean that a college graduate—or anyone else—should not change jobs. The alert man is always on the lookout for better opportunities. I know a number of successful young men who have held several positions in a few years. The all-important element in their cases was that each job was a distinct step above its predecessor, and they were pretty positive it would be before they made the shift. In deciding, they did not trust to chance, but they investigated the new job from the vantage point of the old.

Are Worth More

"The broad view, the trained mind, the developed personality are really worth more to the graduate—at least, in the majority of cases—than all they have learned from the textbooks. Modern business is becoming more and more complex and specialized. The youth who takes up a commercial career without a broad-gauge training and a general educational foundation (or the determined desire and ability to educate himself) is likely to remain a mere clerk or bookkeeper. The scale of present-day industry is so huge that it is hard for the beginner to learn from mere observation. He is put on a single task, and the more expert he becomes at that task the more likely it is that he will never become wholly divorced from the line of work in which it lies—unless he has that larger, that more inclusive, view which a college education helps a man to attain, or else an unusually keen initiative to study other tasks while he is becoming proficient in the one given him.

"The public spotlight is often turned on business leaders who began as day laborers, with little education, and worked their way to the top. Canvass their careers, however, and in almost every case you will find that these men have filled in their lack of a college education by the hardest and most intelligent kind of private study.

"Of course the value of a college education, like that of most other worth-while things, is largely dependent on the effort one puts into getting it. The youth who has worked his own way through college seldom fails to make a reasonable success in business or professional life. It really seems that the greater the handicaps overcome, the more sure is the road to success.

Initiative Counts

"From watching the careers of a great many men, I have come to the conclusion that initiative, hitched up with sound judgment, will come pretty close to writing achievement across the record of any man, provided, of course, that he is inherently honest. Men with real initiative frequently fail because they are 'rattle-brained' while men with sound judgment are sometimes so self-effacing that they will never get their goods in the show window. Now, the self-supporting college student is giving a convincing demonstration of the fact that he has initiative, and the knocks he receives, coupled with his classroom training, will go a long way toward developing his judgment.

What They Want

"Initiative seems to be the one quality that every employer is in the market for. The secretary of the Harvard Club Employment Committee said the other day that when he was honestly able to tell an employer that an applicant had real initiative—that he had been prominent in student activities or had shown in some other way that he was 'on his toes'—the graduate was always able to get an interview and, nine times out of ten, to land the job.

"College education usually gives a man confidence in himself. Among other advantages, the university graduate is much less likely to remain a misfit if he finds himself in the wrong line of work. This is particularly important to the individual, for the problem of the misplaced man, especially of the man who is afraid to give up present evils to fly to others that he knows not of, is the basis for thousands of business tragedies.

Vanishing Rapidly

"In the last few years I have noticed the rapid vanishing of an attitude that one used to find frequently among employers. the attitude that led to such declarations as 'Oh, I don't want any college man in my place! He will try to run the business for me.'

"The passing of this attitude is largely due to the fact that every sensible college graduate to-day realizes that he must enter business life with proper humility, not with undue pride in his accumulated knowledge.

"At the present time big employers of labor are more anxious than ever before to get college men into their ranks. As an illustration of the general trend, we find twenty of the biggest department stores in New York City joining hands with the Booksellers' League, a national organization, and the Retail Milliners' Association of America, for the purpose of establishing at New York University a training school for teachers of retail selling. The idea originated in one of these department stores—where the executives were keenly alive to the need for better training—and these twenty-two commercial institutions have pledged twenty thousand dollars a year for five years as their backing for this educational departure.

"The purpose of the course is not only to train teachers for the public high schools—where retail selling will be placed on the same level with other commercial courses—but to develop college students for such executive positions as department heads, superintendents of training and managers of personnel in the stores themselves. To gain admission to the course, prospective students not only must have a personality that indicates real executive ability, but they must present evidence of having completed a college course—or its equivalent in fundamental training.

BOY, PAGE SIR ISAAC NEWTON

Manitoba Free Press.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

BASTER

The Griswold Mfg. Company, Erie, Pa., are putting on the market a cooking utensil which will be known under the trade name of the Tite Top Baster. The manufacturers make the following claims for it: That owing to it being made of

Baster

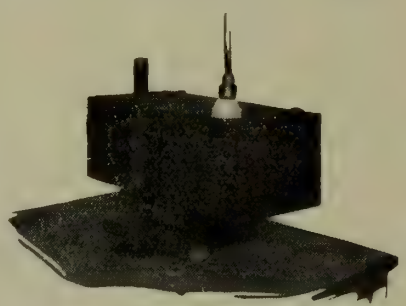
good quality cast iron, it will not wear out and is a great food saver, also that meat may be cooked more tender. The most important feature is the many varieties that may be cooked at one time. Meat may be roasting in the baster, potatoes in the baster with the meat and at the same time bread or other things which require a high temperature may be baked, thus making the saving on material. Another economical feature is said to be owing to the baster being made of cast iron, as when it becomes thoroughly heated it will take but a minimum amount of heat to keep food cooking at a desired temperature, thus causing a great saving when cooking pot roasts, stews and other meats that require a long time to cook. Also that owing to the

specially designed tight-fitting cover the flavor and juices are unable to escape during the operation. The baster has a machined edge cover and rim; these have been ground down until both fit tight, so that when feed is cooked every bit of meat will be retained, it is stated, because the moisture is not allowed to pass off in steam, and the meat cannot shrink, evaporate or shrivel.

Another good feature of the baster is the self-basting cover which is made with three rims or ribs on the inside of the cover which gather the moisture and distribute it over the entire surface of the contents of the kettle. The handle is another feature. In raising this handle to lift the baster out of the oven the handle automatically fits into a groove which keeps it in the centre. This checks the handle, making it a self-locking bail. The baster cannot slip to one side, thus eliminating the danger of being scalded by the contents of the kettle spilling cut.

ELECTRIC BATTERY OVEN

The Service Station Supply, Detroit, Mich., are putting on the market the Hyrate electric oven. This, they claim, has been designed to produce first of all practical results and will save labor and breakage. The manufacturers also claim that it has a distinct advantage that no labor is required while the battery is being heated and with the electric oven the cells are heated not only rapidly but



Electric Battery Oven

fairly and evenly and without burning or charring the tray or rubber parts, and thus danger of explosion from igniting gases in the cells is eliminated. They also claim that the Hyrate electric oven will do the work of several steam ovens in actual output as there is no water gauge to watch, or work of filling the boiler as with the electric oven the external solid part of the battery are thoroughly heated before the solution rises in temperature so that plates are not injured by the heat.

The Hyrate electric battery oven consists of a metal box open at the bottom and containing in upper portion of box three electric heat units. The back of box, by means of bracket, is attached to an upright type standard on which it can slide so that the heat may be readily adjusted to meet the height of any battery and held in position by a thumb screw. There is also a stop which, in any case, prevents the heating units from coming in contact with the battery itself.

The oven is 21¼ ins. long and 9 ins. batteries, it is stated. The heating units are designed for any 110 to 125 volts lighting circuit, either correct or alternating circuit. The power required is wide; inside, it is large enough for any standard, starting, lighting and ignition one 1 and 1½ kilowatts. The front side of the oven is hinged and may be open for conveniently examining the condition of the battery while it is being heated.

AUTO MUD AND SNOW SHOE

Nelson Bacon Mfg. Co., Oshkosh, Wis., are putting on the market Auto Mud and Snow Shoes, which will be known by the trade name of Terwedo.

These shoes, it is claimed, are made of 12 gauge, cold rolled steel and are pressed into shape over a forming die and have a lifting surface of seven inches across under the tire and are seven inches long. The under side is concave and pushes the dirt into the rut, and it is said will gradually raise the car out of the rut with each turn of the wheel. The traction flanges on the shoe are seven inches wide and one inch deep and the projection beyond tire gives much more traction power than if they were the same width as the tires.

These shoes are easily attached by means of web straps, fitted with patent buckles that will take up the slack and are easily loosened.

A set consists of two mud shoes with straps. The one size will fit all tires. Weight 4½ lbs. to set.

NEW CARPET BEATER

Boquet Brownson Co., Inc., St. Paul, Minn., are putting on the market a carpet beater they call the "Justright." This carpet beater has a raised handle to protect the knuckles, and on account of a double-braced shank it is very durable. The makers state this beater affords 175 inches of perfectly level beating service and that it beats more surface with less work as all wire comes in contact with the carpets and while the hands would

Carpet Beater

be protected there is no strain on the wrist. The length of all is 30 ins. and it is made of No. 10 high grade market spring wire, nicely finished hardwood handle, and packed one gross in a burlap sack weighing 88 lbs. per gross.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ADVANCED prices are still continuing to rule the hardware markets. Among the many important changes noted this week are: Cut nails, which are up 50c per keg. Prices on some grades of wire have been withdrawn. The extras on galvanizing cut nails has also advanced 50c. Cotter pins, stove bolts, sink bolts, mattress and broom wire, lead traps, bends, pipe, sheets, etc., are all higher in price. Builders' hardware generally has advanced about 25 per cent. and affects butts, hinges and many lines of finishing hardware. Roofing is up 10c per roll. Garden hose, both corrugated and sheeting, also nail, tinners', machinists', ball, pein and riveting hammers are higher.

Paint markets are firm and high prices for linseed oil and turpentine continue.

Some of the best informed business men in the country seem puzzled as to when the peak for high prices will be reached. The present tendencies all seem to be for higher prices and declines in the markets generally are at present not being looked for immediately, but advances have been so numerous as to cause some anxiety as to what the future will bring forth. However, notwithstanding the high prices which at present prevail, business is reported brisk and a large turnover is expected for the coming year.

MONTREAL MARKETS

MONTREAL, Jan. 15—Nearly every jobber is wondering when the price tendencies will be stayed. None are looking for lower quotations, but the advances are so numerous as to cause some anxiety as to what the future will bring forth.

Stoves and ranges of all kinds are marked up, as already outlined in HARDWARE AND METAL last week, they would be. The increase varies from 10 per cent. on gas and electric stoves to 20 per cent. on the heavier ranges. This is expected to take care of the trade for several months, providing something unforeseen does not transpire. All lead products, including solder, lead sheets, lead pipe, etc., are marked up sharply. Barb wire, coiled spring wire, staples, cut nails and galvanized sheets are among the items taking new high prices this week. Old materials are commanding higher prices, while ingot metals are firmer, with mark-ups for some of them. Rope is very firm and advances are not improbable. All plates and sheets are firmer, with higher prices prevailing.

Ten Per Cent. Advance For Silver

Montreal.

SILVER.—There has been a ten per cent. advance this week on three well-known makes of silverware. Those affected are "Community," "1847" Rodgers, and "1835" Wallace.

Barb Wire Up; Shows Active Demand

Montreal.

WIRE.—General advances are effective for all lines of wire products, and new prices prevailing on the various lines are given herewith. There is an active demand for barbed wire and many enquiries are being received from different sources.

	80 rod reel
2 pt. x 5	$4 89
4 pt. x 6	5 30
4 pt. x 4	5 76
	Per 100 lbs.
Barbed wire weights	$6 15
Galvanized plain twist wire	6 65
Galvanized Coil Spring—	
No. 9	5 80
No. 12	5 95
No. 13	6 05
Galvanized plain wire—	
Nos. 0 to 8 inclusive	6 15
No. 9	5 75
No. 10	6 20
No. 11	6 25
No. 12	5 90
No. 13	6 00
No. 14	6 60
No. 15	7 05
No. 16	7 20

Iron and Steel May Be Marked Higher

Montreal.

IRON AND STEEL.—Jobbers are doing a good winter business, and there is decided firmness of undertone to the market. While advances have only recently been made, it is probable that there may be further increases in the base prices.

IRON AND STEEL	
Iron finish machinery steel	4 20
Norway iron	12 00
Single reeled machinery steel	5 25
Spring steel	5 00
Sleigh shoe steel	4 15
Tire steel	4 35
Toe calk steel, per 100 lbs.	5 05
Band steel	4 65
Harrow tooth steel	4 30
Mining tool steel, per lb.	0 22
Black Diamond tool steel, per lb.	0 22
Black Diamond cast steel, per lb.	0 22
Common bar iron, per 100 lbs.	4 00
Refined iron, per 100 lbs.	5 00
Mild steel	4 15

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Sheets Advance More Sharply

Montreal.

SHEETS.—The scarcity of this commodity continues to be very pronounced, and it is stated that it is now impossible to secure adequate supplies for the trade. Black sheets in particular are exceedingly scarce and there is a very sharp advance on all gauges. Dealers state that there is at present no hopes for larger supplies coming into the market and prices are in consequence inclined to rise rather than decline. Galvanized sheets have all advanced 25%.

BLACK—	
10 gauge	7 45
12 gauge	7 50
14 gauge	7 55
16 gauge	7 65
18-20 gauge	7 95
22-24 gauge	8 00
26 gauge	8 05
28 gauge	8 20
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	10 00
28 gauge	9 85
26 gauge	9 75
22 and 24 gauge	9 40
20 gauge	9 25

18 gauge	9 25
16 gauge	9 00
English Standard—	
28 gauge	10 75
26 gauge	10 50
24 gauge	9 90
22 gauge	9 55
18 and 20 gauge	9 35

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Galvanized Staples Quoted Higher

Montreal.

STAPLES.—Galvanized fence staples have advanced to $6.60 per 100 lbs., in kegs, and in 25 and 50-lb. boxes, $7.10 per 100 lbs. There is a very active demand which cannot be coped with, and it is stated that the trade is in too many cases held up by poor supplies.

'Advance is Made For Cut Nails; Now $5.85 Base

Montreal.

NAILS.—The base for standard cut nails has been advanced to $5.85. In view of the fact that there is to be great activity in the building trade as soon as weather permits, an active business is being done. General complaints are heard concerning the difficulty of securing supplies large enough to cope with the present demand. Wire nails are still held at $5.25.

Rope and Cordage Remain Very Firm

Montreal.

ROPE AND CORDAGE.—There is a decidedly firm feeling in this market, and although there have been no changes definitely made an early advance may be expected, it is stated. A general slackness is expected at this season of the year, but dealers state that trade is very fair. Pure manila basis, 31c; British or Beaver manila, 26c; sisal, 22½c.

Marked Activity on Scrap; Old Metals Up

Montreal.

OLD MATERIAL.—There is an extremely heavy demand at the present time for all old metals, and this is attributable to the marked shortage on the market for all new stocks. Machinery (cast) has advanced $10 per ton, and No. 2 bushelling has jumped from $7.00 to $8.00, to $12.50 to $13.50. This market is very active and strong, and even higher prices may be expected.

Dealers' Buying Prices—		
Old rubbers, boots and shoes....	0 07	0 08
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03½
Automobile tires	0 03¾	0 04
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08½	0 09
Scrap zinc	0 07½	0 08
Light copper	15 00	16 00
Heavy copper	18 00	19 00
Wrought iron, No. 1, per gr. ton	....	16 50
Malleable scrap (ton)	....	25 00
Pipe scrap, ton	....	10 00
Stove plate, ton	....	23 00
Heavy melting steel	19 00	20 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	34 00	35 00

Tin Very Strong; All Metals Are Up

Montreal.

INGOT METALS.—The ingot metal market is decidedly firm this week. Tin has scored another advance of ½c, and is now selling at 72½c. It is stated that the market continues to advance in London. This means higher prospects shortly. Copper remains very firm and while no actual advances have been made an upward tendency is felt. Pig iron is very strong and is now quoted at $57.00 per ton from stock. Lead continues firm and antimony is stronger.

TIN.—Tin is very strong. Selling price has now been advanced to 72½c. There is a firm undertone on the market, and, as the London market continues to advance, higher prospects govern the situation.

SPELTER.—Spelter sells strongly at 12c.

LEAD.—A decidedly firmer tone characterizes the lead market. The present quotation is 10½c.

ANTIMONY.—Antimony is stronger, but last week's quotations hold firmly.

ALUMINUM. — Aluminum remains firm on an unchanged price basis, selling at 34c.

PIG IRON.—Pig iron is now very firm, and is quoted at $57.00 per ton from stock.

There is evident a decidedly upward tendency to all metals this week.

Lead Products Are All Marked Higher

Montreal.

LEAD PRODUCTS.—"Stiff advances may come on lead products," was the caption in last week's market report from Montreal. Since that time the advances forecast have become a reality, and sheet lead, lead pipe, lead wool, bar and wire solder are all marked up very materially. The increases have been pending for the past three weeks as the result of stiff advances for tin and lead in the ingot.

Lead pipe	0 15
Lead waste	0 16
8 in. and over	0 17
Note.—Lead pipe is subject to a discount of 10%.	
Lead traps and bends ....List plus	10%
Lead wool, lb.	0 16
Lead sheets, 2½ lbs..............	0 13½
Lead sheets, 3 to 3½ lbs., sq. ft.,lb.	0 13¼
Do., 4 to 8 lbs., sq. ft.	0 12½
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 44½
Solder, strictly, lb.	0 41½
Strictly, commercial, lb.	0 38½
Solder, wiping, lb.	0 37
Solder wire (8 gauge)—	
40-60	0 41
45-55	0 44
50-50	0 47
Zinc sheets, casks	0 16½
Do., broken lots	0 17

TORONTO MARKETS

TORONTO, Jan. 15—Price tendencies continue to be of an advancing nature and many important changes are recorded this week. Among the many changes are noted: Cut nails, which jumped 50 cents per keg. Galvanized barbed wire and prices on some of the other lines of galvanized wire have been withdrawn, pending higher prices. The extras for galvanizing cut nails have been advanced 50c per 100 pounds. Cotter pins, stove bolts and sink bolts are also revised upwards. Lead traps, waste pipe, wool and sheets also are all higher in price. Builders' hardware has jumped approximately 25 per cent., nearly all the finishing lines being affected. Nail, ball pein, machinists,' riveting and tinners' hammers, etc., have joined the upward march. Roofing is also 10c roll higher. Garden hose, firearms, lamp burners, padlocks and night latches are all quoted at advanced prices.

The general opinion is that prospects for business during the coming season were hardly ever better. It is stated that if production steadies down as expected, a very large volume of business will be transacted. It is very hard to predict the future price tendencies, but in the belief of many of the best informed, no lower prices to any extent are expected during the first quarter of the present year at least.

Barb and Other Wire Up; Prices Withdrawn

Toronto.

BARBED AND OTHER WIRES.—Prices have been withdrawn on barbed wire, galvanized plain wire, and galvanized twisted wire, and higher prices are now in effect.

Firearms Have Been Advanced 15 to 20%

Toronto.

FIREARMS (REMINGTON AND SAVAGE).—An advance has been reported in firearms manufactured by the above firms. The new prices will approximate 15 to 20 per cent. advance.

Corrugated Garden Hose Up About 2½c Per Foot

Toronto.

CORRUGATED GARDEN HOSE has advanced and higher prices are now in effect. The following are the prices: ½-inch, $20 per 100 feet; ⅝-inch, $23; ¾-inch, $26; 1-inch, $38. Sheeting hose,

½-inch x 3-ply, $13 per 100 feet; ¾-inch x 3-ply, $17.

Padlocks, Night Latches Revised Upwards

Toronto.

PADLOCKS AND NIGHT LATCHES of Yale manufacture have been advanced approximately 10 per cent. This is said to be due to the higher costs of raw material and labor and other factors.

Roofing Has Advanced Approximately 10c Roll

Toronto.

ROOFING.—An advance of 10 cents per roll has taken effect in roofing. Some of the quotations are as follows: Everlastic, 1-ply, $2.20; 2-ply, $2.50; 3-ply, $2.85. Panamoid, 1-ply, $1.90; 2-ply, $2.25; 3-ply, $2.60. Samson, 1-ply, $2.65; 2-ply, $3.10; 3-ply, $3.65.

Wire Nails Firm; May Be Advanced

Toronto.

WIRE NAILS are holding at a firm price and are rather unsettled. The recent advances in wire may be a factor for these firm prices, and higher prices on nails in the near future would not be surprising. The present base is quoted at $5.20 per keg.

Hammers, Nail, Riveting, Revised Upwards 10%

Toronto.

HAMMERS.—Nail, riveting, ball, pocen, all have advaanced. This is attributed to recent advances in handles, labor, and also iron and steel. The new prices are approximately 25 per cent. higher.

10% Higher Prices Named on Lamp Burners

Toronto.

LAMP BURNERS are now quoted at higher prices. The recent advance is stated to be on account of the higher cost of raw materials and will approximate 10 per cent.

Builders' Hardware Has Been Advanced 25%

Toronto.

BUILDERS' HARDWARE.—A general advance has taken place in many lines of builders' hardware and effects. Butts, hinges, locks, latches, door sets, etc., in fact the advance is general. The new price is approximately 25 per cent. higher.

Cotter Pins Advance; New Discount 85/15%

Toronto.

COTTER PINS.—An advance has taken effect in cotter pins. This is no doubt due to the higher cost of steel and wire. The new discount is 85 and 15 per cent. in place of the former discount, which was 85 and 25 per cent.

Mattress and Broom Wire Have Advanced 1c Pound

Toronto.

MATTRESS AND BROOM WIRE are amongst the many advances reported in wire and wire products. The recent advance was 1 cent over former prices.

Stove and Sink Bolts Up; New Discount 55%

Toronto.

STOVE AND SINK BOLTS.—An advance has taken effect in stove and sink bolts, and a new and higher discount is in effect. The new discount is 55 per cent. off the list.

Cut Nails Advance; New Base $6.25, Toronto

Toronto.

CUT NAILS.—An advance of 50 cents per pound has taken effect in cut nails. The new base is now quoted at $5.85 cents per keg f.o.b. Montreal, and $6.25 f.o.b. Toronto warehouses. Extras for galvanized cut nails have also advanced, 1-inch and under is now $4, and 1-inch and over is $3.50 extra.

Sheets and Plate Firm; Still Reported Scarce

Toronto.

SHEETS AND PLATES.—The shortage still continues on sheets and plates. Trade is very good, and a very large demand is reported. Jobbers are looking forward to a large turnover during the present year. Some believe that Canada is facing a very prosperous year and the expansion will be on a larger scale than reported for some time. The following are the present prices:

BLACK SHEETS—		
14 gauge	6 50	6 70
16 gauge	6 95	6 80
18-20 gauge	6 85	7 20
22-24 gauge	6 90	7 25
26 gauge	6 95	7 30
28 gauge	7 05	7 40
3-16 inch plate	....	....
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—	Premier		Apollo	
10¾ oz.	$9 50	$9 80	$9 50	$10 45
U.S. 28	9 10	10 20	9 10	9 75
U.S. 26	8 80	8 80	8 80	9 40
22 and 24	8 65	8 20	8 65	8 20
18 and 20	8 50	8 00	8 50	9 00
16	8 35	7 80	8 35	8 80
12 and 14	8 20	7 55	8 20	8 55

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Iron and Steel Bars Hold Firm at New Price

Toronto.

IRON AND STEEL.—Production is said to be heavier at this time than was expected before the holidays, and fuel is still a limiting factor, chiefly in the matter of coke. Local jobbers, however, state that the shortages are still noticeable and that their stocks are low owing to delayed shipments from the mills. However, a firm undertone is still noticed notwithstanding recent advances. The following are the present quotations:

Common bar steel	....	4 75
Common bar iron	....	4 75
Angle base	....	5 00
Horseshoe iron	....	5 25
Tire steel	....	5 20
Mild steel	....	5 00
Norway iron	....	15 50
Toe caulk iron	....	5 95
Sleigh shoe steel	....	5 00
Band steel	....	5 00
Spring steel	....	12 00
Mining drill steel	....	30 50
Sheet cast steel	....	0 95

Corrugated Sheets Firm; Market Unsettled

Toronto.

CORRUGATED SHEETS.—The pronounced shortage in flat galvanized sheets is no doubt reflected in the corrugated sheet situation. Manufacturers report decided shortages in this line, and higher prices would not be unexpected, although some manufacturers stated that they have not raised prices on account of not having any stocks to sell. The following are the present quotations:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Lead, Waste Pipe Up 1½% Traps, Bends Advance

Toronto.

LEAD AND ZINC PRODUCTS are now selling at higher prices owing to the recent advance in the basic metals. Lead pipe and waste pipe have advanced about 1½ cents per pound. Lead traps and bends have advanced to a new price of an additional 10 per cent. in place of a former discount of 5 per cent. This is no doubt due to the recent heavy advances in the basic metals, although the new price is firm. A further advance is not expected, at least not immediately. The following is a list of the new prices on some of the better known lines:

Lead pipe, list, per lb.	....	0 13½
Lead waste pipe, list, per lb.	....	0 14½
Do., over 8 inches, list, per lb.	....	0 15½
Above subject to discount of 10%.		
Lead traps and bends	....	5%
Lead wool, lb.	....	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	....	0 10½
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, guaranteed, lb.	0 35½	0 42
Solder, strictly, lb.	0 34¼	0 40
Solder, commercial, lb.	0 32½	0 37
Solder, wiping, lb.	0 31	0 36¾
Solder, wire, lb.	....	0 44¼
Zinc sheets, per lb.	0 17	0 19

Waste Materials Firm; Prices Remain Unchanged

Toronto.

SCRAP AND WASTE MATERIALS.—These continue to be quiet on the local market, although the whole list as shown below is holding at a firm price and new and higher prices in the near future would not surprise some of the best informed. It is believed that consumers

generally are feeling out the market before coming out for their requirements. The following are the present quotations:

DEALERS' BUYING PRICES

Pipe scrap	....	11 00
Stove plate, per ton	....	18 50
No. 2 busheling	....	13 00
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 07
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	24 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes	....	0 06
Overseas, lumbermen's rubber boots	....	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 08
Tea lead	....	0 04
Heavy lead pipe	....	0 05¾

Boiler Tubes Firm; Scarce; Prices Remain Unchanged

Toronto.

BOILER TUBES continue at firm prices although some sizes are reported to be scarce. Jobbers state that deliveries are very slow and that orders often take two to three months to come from the mills, which are said to be booked to capacity for at least several months. The following are the present quotations:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	29 50	.....
1½ inch	31 50	.....
1¾ inch	32 00	$28 00
2 inch	31 00	27 00
2¼ inch	35 00	29 00
2½ inch	43 00	33 50
3 inch	50 00	42 00
3¼ inch	.....	49 50
3½ inch	63 00	46 50
4 inch	80 00	59 00

Tin Up 4c; All Ingots Firm; Light Stocks

Toronto.

INGOTS continue to show strong demand and in many cases light stocks are reported. Tin has shown considerable strength and has advanced 4 cents per pound. Other ingots on this list are all firm.

LEAD has advanced ¼ cent per pound and is showing good demand. The quotation is now 10½ cents per pound.

COPPER remains unchanged. A good demand is noted, the present price being quoted at 25 cents per pound, which is said to be a reasonable figure.

ANTIMONY.— A fair movement is noted on antimony and the demand continues to be a fair one. The present price is 12 cents per pound.

ALUMINUM remains quiet with low stocks reported, the price being quoted is 34 cents per pound.

SPELTER.—Still holding at 12 cents, with a limited demand prevailing.

TIN continues to advance, and this week's prices are reported 4 cents above previous prices, the present quotation being 72 cents per pound.

LONDON MARKETS

LONDON, Ont., Jan. 15—Higher prices continue to be the order and important advances are again recorded. The hardware trade throughout is again beginning to show activity and strong, seasonable demands are noted. Among the many changes reported this week are: Cut nails and wire, also a higher extra on galvanizing cut nails. Silver flatware has also advanced. Fence stretchers, bar iron, blasting fuse, socket wrenches, putty, white lead in oil, screen doors and windows, barn door rollers, track, and brackets, rubber belting, stove bolts, shellac, butts and hinges and galvanized fence staples all have joined the list of higher prices.

Business continues exceptionally good for this season of the year. Winter goods are all enjoying good sales in spite of the high prices which prevail. Notwithstanding the large budget of advances, others are expected in the near future, it is stated.

Cut Nails Prices Jump; New Price $5.85 Base

London, Ont.

CUT NAILS.—An advance has taken place in cut nails. This may be due to the rising costs of wire, and it is said to be due to the previous strikes which affected the iron and steel markets. The new base price is $5.85 per keg f.o.b. London.

Galvanized Fence Staples Reach Higher Levels

London, Ont.

GALVANIZED FENCE STAPLES.—New and higher prices have taken effect in the galvanized fence staple; this is no doubt due to the higher prices now being charged for wire, and the advance will approximate 25 cents per hundred pounds. The new prices are as follows: Kegs, $6.60 per 100 pounds; 25 lb. box, $7.10 per 100 pounds.

Heavy Strap and Tee Hinges Prices Revised

London, Ont.

HEAVY TEE AND STRAP HINGES.—A temporary decline has been effected in heavy tee and strap hinges. This, however, is said to be only temporary, and new and higher prices may again be announced. The present price has been temporary revised back to the former price of 25 per cent. off the list. The prices are as follows net list:

	Heavy Tee Doz. Pair	Heavy Strap Doz. Pair
4 inch	1 91	2 25
5 inch	2 40	2 78
6 inch	2 70	3 00
8 inch	3 08	4 05
10 inch	5 48	7 20
12 inch	8 70	8 93
14 inch	8 85	10 20

Net prices figured at 25% off list.

Stove and Sink Bolts Have Advanced 10%

London, Ont.

STOVE BOLTS.—New and higher prices have again been announced on stove bolts, which is about 10 per cent. higher than formerly. The new discount is 55 per cent. off the list.

Light Strap and Tee Hinges Go Higher

London, Ont.

LIGHT TEE AND STRAP HINGES IN BULK.—An advance has been reported on these lines, and new and higher prices are now prevailing, the new price being 12½ per cent. additional to the list.

Bar Iron Has Advanced, Continues to be Scarce

London, Ont.

BAR IRON has advanced to $4.20 base; this has been coming for some time, it is stated. The iron and steel situation continues to be in a serious condition, and it is believed that even those in control of the mills are unable to predict six months ahead. However, all are looking ahead to one of the greatest years of expansion, and the belief is that mills will come through with better production this year than that of the previous.

Dog and Halter Chains Prices Revised Upwards

London, Ont.

DOG AND HALTER CHAINS are now selling at higher prices, which are as follows:

4½ ft. x No. 1/0, $3.20 doz.; No. 2/0, $3.70; No. 3/0, $4.30; No. 4/0, $4.80.

6 ft. x No. 7, $3.00 doz.; No. 6, $3.05; No. 5, $3.10; No. 4, $3.20; No. 2, $3.40; No. 1, $3.60; No. 1/0, $4.10; No. 2/0, $4.70.

Blasting Fuse Prices Moved to Higher Levels

London, Ont.

BLASTING FUSE.—An advance has taken place in blasting fuse and new and higher prices are being quoted, the new price now being $1.40 per hundred feet.

Automobile Socket Wrenches Are Higher

London, Ont.

SOCKET WRENCHES. — Mossburg socket wrenches are now quoted at new and higher prices. This is in line with other advances in tools; as will be noticed nearly all articles composed of iron or steel are continually reported at advanced prices. The following are the new prices on these wrenches:

Socket Wrenches.—No. 30, $5 each; No. 13, $4.50; No. 34, $2.25; No. 14, $15.50.

Grindstones, Mounted, Single Stone, Are Higher

London, Ont.

GRINDSTONES have advanced, and new and higher prices are now in effect. This is no doubt due to the shortage and higher cost of labor, also the higher prices charged for handling and hauling freight. The prices are: No. 320, $25.50 per dozen; the mounted grindstones, No. 300, are $7.80 each.

Wire Fence Stretchers Reach Higher Figure

London, Ont.

FENCE STRETCHERS of the Richards-Wilcox make have advanced. The new quotation is now, No. 340 x 1, $16.25 per dozen. Townsend are also higher, now quoting at $21 per dozen.

Rubber Belting Prices Are Revised Upwards

London, Ont.

RUBBER BELTING is now quoted at higher prices, which are an advance of approximately 7 per cent. over former prices, the new discount being 15 per cent. off the list.

Screen Doors, Windows, Prices Withdrawn

London, Ont.

SCREEN DOORS AND WINDOWS.—Prices have been withdrawn on this commodity and new and higher prices will be immediately put in effect. The new list will soon be printed and ready for distribution, it is stated.

Silver Flatwares Reach Higher Levels

London, Ont.

SILVER FLATWARE.—The lines of this commodity known as Community, and Rogers 1847, are now quoted at higher prices, which vary from 10% to 25%. It is stated that these prices are very unsettled, and that higher prices would not be surprising in the near future.

Butt Hinges, Steel and Plated, Are Higher

London, Ont.

BUTT HINGES.—Steel and plated, antique copper, dull brass and other finishes are now quoted at considerably higher prices, which show in some cases as high as 25 per cent. advance over former prices. The following lists are some of the new prices on some of the better known lines:

Plated Steel Butts—Ant. Copper and dull brass—2½ in. x 2½ in., $44.63 per 100 pair; 3 in. x 3 in., $45.90; 3½ in. x 3½ in., $47.25; 4 in. x 4 in., $58.05; 4½ in. x 4½ in., $86.70; 5 in. x 5 in., $107.10.

Steel Butts, Narrow Ball Tipped.—Antique Copper or dull brass.—No. 295 x 1½ in., $2.63 doz. pair; 2 in., $3.13; 2½ in., $3.50; 3 in., $4.

Steel Butts, Narrow—Antique copper or dull brass—No. 286 x 1½ in., $2.55 doz. pair; 2 in., $3.13; 2½ in., $3.35; 3 in., $4.

Steel Butts—No. 804, add 7½% to list; No. 800, add 25% to list; No. 838, add 12½% to list; No. 840, add 20% to list; No. 810, add 57½% to list; No. 814, add 62½% to list; No. 842, add 25% to list.

Barn Door Hangers, Rollers, Tracks, Higher

London, Ont.

BARN DOOR ROLLERS, TRACKS, ETC.—New and higher prices have taken effect throughout this line, and is in harmony with other advances in many lines whose basic metals are steel or iron. The following are prices on some of the better known lines:

Barn Door Rollers.—No. 543, $18.20 doz. pair; No. 544, $16.90; No. 545, $13; No. 843, $11.70; No. 021, $11.70; No. 20, $18.20; No. 21, $18.20; No. 321, $18.85.

Round track for No 543, rollers, $14.30 per 100 ft.

Square Bird Proof Track for No. 321, etc., hangers, $18 per 100 ft.

Brackes for above, $1.70 per dozen.

Sets Parlor Door Rollers, No. 12, single, $2.15 set; No. 12, double, $4.23 set.

Shellac Prices Have Been Revised Upwards

London, Ont.

SHELLAC has again been advanced, and it is stated that many of the jobbers have withdrawn prices on the primary market. Shellac is reported to be very scarce owing to the difficulty in procuring labor, and it was predicted that shellac will reach the highest price yet reported in Calcutta. Paint and varnish manufacturers state that the demand for this commodity is tremendous, and as the new industries spring up, further demands are created. The current quotations are as follows:

	White Per	Orange Gal.
1 gallon	8 30	7 55
½ gallon	8 40	7 65
¼ gallon	8 60	7 85
	Per	Doz.
Pints	13 65	12 95
½ pints	7 25	6 90
¼ pints	4 05	3 85
⅛ pints	2 40	2 30

Putty Has Advanced 50c Per 100 Pounds

London, Ont.

PUTTY.—An advance is noticed in putty this week. This is no doubt due to the advancing cost of raw material, labor and unsettled conditions. The following are the quotations:

	Per 100 lbs.
Standard, 100 lb. drums	7 30
Do., 25 lb. drums	7 55
Pure, 100 lb. drums	9 80
Do., 25 lb. drums	10 05

White Lead in Oil is Up $1.00 Per 100 Pounds

London, Ont.

WHITE LEAD IN OIL has advanced approximately $1 per 100 pounds. The reason for this advance is that the price of pig lead has materially affected the price of this commodity, it is stated. Corroders and manufacturers state that regardless of high prices they expect the present year to be one of the largest in their recollection.

	Tons Per 100 lbs.	Less Tons 100 lbs.
Pure	18 45	18 80
Elephant	18 95	19 30

Turpentine Scarce; New Price 15c Higher

London, Ont.

TURPENTINE has advanced 15 cents per gallon. The tendency still continues to move to higher price levels, and the demand is on from all quarters. The fresh supplies are diminishing and old stocks are showing the effects of the draft that has been made upon them, and the near future is said to hold in store pressing requirements considerably in excess of the output that can be expected from the stills. The following are the present quotations:

Turpentine—	Imp. Gal.
1 barrel lots	2 75

ABOUT TIME.

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2 to 4 barrels	....	2 74
5 gal. lots	....	2 90

Linseed Oil Quiet; Price Declines 10c *Gal.*

London, Ont.

LINSEED OIL shows a decline this week of 10 cents per gallon, this being the only line on the list quoted this week that shows a lower price. However, this does not indicate that lower prices will prevail on linseed oil. A huge demand is noted for Argentine flax from both England and U.S.A. Many are of the opinion that a decline will not take place in the near future to any large extent. The following are the present quotations:

Linseed Oil—	Raw	Boiled
1 to 2 barrels, gal.	2 57	2 60
3 to 5 barrels, gal.	2 56	2 59
6 to 9 barrels, gal.	2 54	2 57
Less barrels add 15c gal.		

WINNIPEG MARKETS

WINNIPEG, Jan. 15—Similar to last week the markets show continued activity and a number of changes have occurred. As will be seen, lines affected for the week, in all cases, are either products or by-products of iron and steel and as is expected all changes show decided advance on previous prices.

This weekly changing of lines, in which iron and steel take the major part, show clearly how quickly the present unsettled state of the iron and steel market is influencing other commodities on a general scale. This order of things is expected to continue indefinitely and no brighter outlook is to be expected until more normal conditions exist and greater production is realized. Chief among the changes for the week is ammunition. This change has been hourly expected and was predicted in the previous issue of HARDWARE AND METAL. Other lines affected show a heavy advance. Other changes, embracing lines not affected this week, are expected at any time, in fact it is anticipated that other changes on a general scale will advance in like proportion to the changes showing for the week. The new changes involve Dominion and American metallic cartridges and Dominion loaded shells. Advanced prices are also noted on wrought iron washers, poultry fence, wrapping paper, wringers and soldering coppers.

Wrought Iron Washers Advanced About 9%

Winnipeg.

WROUGHT IRON WASHERS. — As was to be expected following a previous advance on nuts, washers in the week's changes show change of an advanced nature. This line of goods have shown steady advance in the past and it is expected that this order of things will continue until such time that more satisfactory conditions prevail in the iron industries. The latest quotations on 100-lb. quantities are as follows: Wrought Iron Washers—Size 3/16 in., $16.90; ¼ in., $14.90; 5/16 in., $14.05; ⅜ in., $13.05; 7/16 in., $12.30; ½ in., $11.85; 9/16 in., $11.75; ⅝ in., $11.60; ¾ in., $11.50; ⅞ in., $11.40; 1 in., $11.40; 1⅛ in., $11.40; 1¼ in., $11.60; 1⅜ in., $11.60; 1 7/16 in., $11.60; 1½ in., $11.60.

Poultry Fencing Has Advanced 30c *Ten-rod Roll*

Winnipeg.

POULTRY FENCE.—Shows further advance for the week. Although the new prices are not in the nature of a heavy advance, it is easily seen that this new change is influenced by previous general changes, that occurred in wire, both barbed and plain.

The new prices ruling are as follows: Blue Ribbon Poultry Fence—Ten rod rolls, Nos. 1424, $5.16; 1736, $6.60; 2048, $7.80; 2360, $9.20; 2672, $10.50. Union Lock Poultry Fence—Ten rod rolls, Nos. 1624, $4.30; 1936, $5.35; 2248, $6.40; 2560, $7.45; 2872, $8.40.

Wrapping Paper Up; is Quoted 10% *Higher*

Winnipeg.

WRAPPING PAPER again shows further advance; as is known, this class of goods has shown steady and persistent advance in the past, which is capped by this week's showing of a straight ten per cent. increase on preceding prices. Little surprise is shown, however, at this further change, as it is common knowledge that the present state of the paper market, is little to be desired, owing, of course, to the general scarcity of raw materials. Until such time that this condition be remedied, no change from the present order of things is to be expected, it is stated. The latest quotations are: Wrapping Paper—Hardware, Kraft or Lincoln, 12¼ cents per lb.

Wash Wringers Show Upward Jump of 10%

Winnipeg.

WRINGING MACHINES have on a general scale shown little activity for some considerable time, although what changes have occurred in the past have been of an advanced nature. This week, however, shows further activity in certain lines of this class of goods and in practically all cases a showing of approximately 10 per cent. advance appears. The new prices are as follows: Wringers — Per dozen, The Regent, $56.78; Garry, $60.55; Vesta, $70; Universal, $45; Rapid, $92.40.

Soldering Coppers Up 20% 3 *lb. and Over* 57c *lb.*

Winnipeg.

SOLDERING COPPERS. — This line has shown much activity in the past with advanced changes occurring at close intervals. This week again shows further advance of a substantial nature and present market conditions point to the possibility of further advances in the near future. The present listings are as follows: Soldering Coppers—Three lbs. and over, 57 cents per lb.; 2½ lbs., 58 cents per lb.; 2 lbs., 59 cents per lb.; 1½ lbs., 60 cents per lb.; 1 lb., 63 cents per lb.

Dom. and American Shot Shells, Cartridges Up 25%

Winnipeg.

SHOT SHELLS AND CARTRIDGES. —As predicted, heavy and general advance has occurred on ammunition in Dominion and American metallic cartridges and shot cartridges. This advance was not unexpected and this line on a general scale now shows heavy advance on previous lists. The new net prices are, per 1,000, as follows:

Dominion Metallics—B.B. Caps, $3.50; C.B. Caps, $4.40; 22 Short Black or Lesmoke, $5.50; 22 Long Black or Lesmok, $6; 22 Short Smokeless, $5.35; 22 Long Smokeless, $7.50; 22 Long Rifle Black, $7; 22 Long Rifle Smokeless, $8.75. American Metallics—B.B. Caps, $4.11; C.B. Caps, $5.17; 22 Short Black Powder or Lesmok, $5.87; 22 Long Black Powder or Lesmok, $7.05; 22 Short Smokeless, $6.29; 22 Long Smokeless, $8.81; 22 Long Rifle Black or Lesmok, $8.22; 22 Long Rifle Smokeless, $10.28. Loaded Shells—Dominion, Crown Black Powder, 10 gauge, regular, $45.25; B.B., $49.25. 12 gauge, regular, $39.25; B.B., $43.25. 16 gauge, regular, $38.50; B.B., $42.50. 20 gauge, regular, $36.25; B.B., $40.25. Sovereign, Smokeless, 10 gauge, $53.50, 12 gauge, $48; 16 gauge, $42.50; 20 gauge, $42.50. Regal, Smokeless, 12 gauge, $48; 16 gauge, $42.50; 20 gauge, $42.50. Canuck, Smokeless, 12 gauge, $52.25.

PITTSBURGH MARKETS

PITTSBURGH, Jan. 15. — With pig iron and steel so extremely scarce the matter of production is the chief item of interest in the trade. The indications have become more favorable. Of particular importance is the showing made by the compilation conducted by the "Iron Age" of the production of pig iron month by month. The report for December shows that production in that month was at a rate of 6½ per cent. greater than the rate during November, and the steel works furnaces and merchant furnaces, which are reported upon separately, showed approximately the same proportionate gain. The rate of production January 1, moreover, is shown to have been about 6 per cent. greater than the average rate during December, so that the improvement is progressive. Nor does the improvement stop there, for it is well known that there was a very considerable coke shortage even on January 1, and thus as this coke shortage is gradually relieved production will increase still farther. On January 1 there were some furnaces banked from lack of coke. Others, and quite a number, were running slack, with their insufficient coke supplies, rather than bank entirely. Still others were idle, but merely awaiting a coke supply in order to blow in Supplies of coke have been increasing and it is the common expectation that the supply will be nearly, if not quite, normal before the end of this month. As to the general future no fears need be entertained, for with the many by-product coke ovens built in the past few years, nearly all the old beehive ovens surviving, there are more ovens than enough to make coke for all the blast furnaces in existence. Prevailing coke prices are very profitable, while the average of $11 advance in pig iron in the past seven months makes it that the furnaces could offer still higher prices for coke if further temptation needed to be put in the way of coke operators to make coke and to get the labor necessary to do so.

The remarkably favorable nature of the pig iron report is made apparent when it is recalled that early in December, on account of the acute fuel shortage, it is common expectation that pig iron production in the month would be at a lower rate than in November, while instead of 6½ per cent. increase is now shown. The reason the furnaces did so well in the face of a coke shortage was that during November production was still being restricted by the iron and steel strike. Practically all of the strike had disappeared before the middle of December. The item is of no consequence, but it may be mentioned parenthetically that last Thursday the strike committee met in Pittsburgh and formally called the strike off. Original strikers remaining would be chiefly men whom the employers did not wish to take back on account of nationality, ignorance of the language or disposition to make trouble rather than do good work.

Another favorable indication as to steel production in this quarter of the year is that in the past ten days the valley steel mills have been large buyers of heavy melting steel scrap, for deliveries over 60 to 90 days, when movement in scrap market just before the holidays had been supposed by dealers to have represented about all the scrap the mills felt they would need for the quarter. Apparently their expectations as to labor and fuel supplies have so improved that they count upon larger output of steel than when the original plans were laid. The buying sent the market up $1 to $2 a ton, heavy melting steel being now quotable at $26 to $27, delivered Pittsburgh and valley districts.

Holding Down Prices

As recounted in last report, on December 30, Chairman Gary of the Steel Corporation made a public statement, in which he reiterated the Steel Corporation's policy of holding down its steel prices to the March 21 or Industrial Board schedule, thus removing any doubt as to whether the Steel Corporation would abandon the policy at the end of 1919, for which year the price stabilization program had originally been arranged.

Since then definite proof has been furnished of the Steel Corporation practising what it preaches, in that the unfilled tonnage statement made public last Saturday shows 1,137,036 increase during December. This represented approximately 87 per cent. of capacity for the month, while shipments may be estimated at 73 per cent. of capacity, so that the bookings were 159 per cent. of capacity. None of the corporation's bookings were at above the March 21 prices, unless in the case of export business, and export business does not as a rule figure largely in the unfilled tonnage statement. The statement shows that in December the corporation subsidiaries sold more than 2,000,000 tons of their steel products. This is in striking contrast with the action of some independent producers who nominally adhere to the March 21 prices, in that they have not announced definite advances, but do not sell at all. Many producers have been selling at advanced prices, which have been obtainable for early deliveries, but the total of sales at advanced prices, in point of tonnage, is very small by comparison with the Steel Corporation's sales of more than 2,000,000 tons in a single month at the stabilized prices.

With this situation obtaining, consumers of steel who are greatly in need of material will pay extra or premium prices only for a short period ahead, as they would be placed at a disadvantage by comparison with their competitors who secure their supplies from the Steel Corporation.

Steel Production

Taking the steel industry as a whole, the rate of production is now about 80 per cent. of capacity and the rate is increasing steadily. There remains some labor shortage, but the situation is improving, while the men at work are becoming more accustomed to their jobs. As the strike waned there was much shifting of employment, and some new men were taken in, so that many men have had to be trained. Coke is still scarce, but production is increasing at both by-product and beehive ovens. Coke is almost invariably scarce around holiday time, and usually becomes relatively plentiful after the middle of January. An illustration of this was furnished in the winter of 1912-3, the average price of spot furnace coke in December, 1912, being $4, while January showed an average of $3.85 and February an average of $2,60, representing a drop of 35 per cent., the open market conditions enabling the price to reflect the improvement in supplies.

Prospects now are that by March 1 the steel industry will be operating at 90 per cent. of capacity or better, whereby there will be much more steel available than during the past four months.

A remarkable thing about this steel market situation, when steel is so extremely scarce, is that the steel mills do not have full order books by any means. On an average they are not sold nearly as far ahead as they usually are when industries generally are so active. The Steel Corporation is, of course, sold farthest ahead. Its unfilled tonnage, Dec. 31, as just reported, was 8,265,366 tons, equal to its output in about 6½ months, running at capacity, but some of the tonnage is for far-off deliveries, against construction jobs, and in some products the corporation still has a little unsold output in the second quarter. Then there are some large independents that have been selling scarcely at all of late, most of their present obligations being tonnage deferred from 1919 by the strike. One large interest would be practically out of orders by April 1 if it did not sell between now and that date. Its sales will be made in due course, chiefly or wholly to regular customers, to whom in many cases it has already made definite promises. Then there are the mills that have been charging premium prices, and, of course, they could not sell very far ahead at such prices, even if they wanted to. If the railroads come into the market there will be a moderate amount of rolling space for them.

Automobile Firms Are Buying Steel

PITTSBURGH, Jan. 15.—Buying of cold rolled bars and shafting stock has been steady with buyers finding it difficult to place tonnages except for some distance ahead. Producers are now well supplied with tonnage for the better part of the first half of the year. Automobile manufacturers are in the market for much tonnage.

Prices are ranging all the way from the nominal market of 3.60 cents to as high as 4.10 cents.

Revised List of Prices for Metallic Cartridges

AS previously recorded in a recent issue of HARDWARE AND METAL, the Dominion Cartridge Company, Ltd., Montreal, Que., have issued a new and revised list of prices on goods of their manufacture, which includes metallic cartridges, loaded and empty; paper shot shells, brass shot shells, primers and accessories, etc. Printed herewith is a full list with corresponding net prices. These net prices are figured from the list at the prevailing discount of 30/10/20%, which reads as follows:—

BELOW FIND LATEST PRICES ON DOMINION CARTRIDGES AND SHELLS, FIGURED NET 30/10/20% OFF LIST.

	List M	Net M
Rim Fire Cartridges		
.22 BB Caps Smokeless	$7 00	$3 53
.22 CB Caps Smokeless	8 80	4 44
.22 Short "Lesmok"	10 00	5 04
.22 Short Smokeless	10 70	5 40
.22 Short Black Mush	11 00	5 54
.22 Short Smokeless Mush	11 50	5 80
.22 Long "Lesmok"	12 00	6 05
.22 Long Smokeless	15 00	7 56
.22 Long Black Mush	13 00	6 56
.22 Long Smokeless Mush	16 00	8 07
.22 Long Rifle "Lesmok"	14 00	7 06
.22 Long Rifle Smokeless	17 50	8 83
.22 Extra Long Black	21 00	10 58
.22 Win. Black	21 00	10 58
.22 Win. Smokeless	23 50	11 84
.22 Auto Smokeless	23 50	11 84
.25 Short Black	23 50	11 84
.25 Long Black	33 00	16 64
.32 Short Black	23 50	11 84
.32 Long Black	27 00	13 61
.38 Long Black	42 00	21 17
.38 Short Black	37 50	18 91
.44 Flat	56 00	28 23
Centre Fire Revolver and Rifle Cartridges.		
25/20 Black	56 00	28 23
25/20 Smokeless	70 00	35 28
25 Colt Auto. Smokeless	58 00	29 24
32 S. & W. Black	38 50	19 40
32 S. & W. Smokeless	42 00	21 17
32 Short Colt Black	38 50	19 40
32 Long Colt Black	42 00	21 17
32 Colt Auto. Smokeless	63 00	31 76
32/20 Black	56 00	28 23
32/20 Smokeless	70 00	35 28
38 S. & W. Black	47 00	23 69
38 S. & W. Smokeless	54 50	27 47
38 Short Colt Black	47 00	23 67
38 Long Colt Black	51 00	25 71
38 Colt Auto. Smokeless	91 00	45 87
38/40 Black	66 50	33 52
38/40 Smokeless	84 00	42 34
44 Webley	58 00	29 24
44 Colt Black	70 00	35 28
44 Game Better	66 50	33 52
44/40 Black	66 50	33 52
44/40 Smokeless	84 00	42 34
45 Colt Black	77 00	38 81
455 Service	84 00	42 34
Centre Fire Military and Sporting Cartridges.		
250 Savage H.P. Smokeless	160 00	80 64
25/30 Smokeless	125 50	63 26
30/30 Smokeless	144 50	72 84
32 Rem. (Rimless) Smokeless	144 50	72 84
30 U.S. Army Smokeless	190 00	95 76
303 Savage Smokeless	144 50	72 84
303 British Smokeless	190 00	95 76
32/40 Black	102 50	51 67
32/40 Smokeless	121 50	61 25
32 Special Smokeless	144 50	72 84
32 Rem. (Rimless) Smokeless	144 50	72 84
33 Win. Smokeless	190 00	95 76
35 Rem. (Rimless)	159 50	80 40
351 Self-loading Smokeless	121 50	61 25
38/55 Black	125 50	63 26
38/55 Smokeless	152 00	76 61
40/60 Marlin Black	121 50	61 25
45/70 405	133 00	67 03
45/75 Black	133 00	67 03
57 Snider	152 00	76 61
45/60 Black	125 50	63 26
43 Mauser Black	133 00	67 03
Rim Fire Blank Cartridges		
22 Short	6 00	3 03
32 Short	11 00	5 54
Centre Fire Blank Cartridges		
32 S. & W.	22 00	11 09
38 S. & W.	28 00	14 11
Rim Fire Shot Cartridges		
22 Long Black	22 00	11 09
32 Long Black	44 00	22 18
Centre Fire Shot Cartridges		
38 S. & W. Black	43 50	21 98
44/40 Black	60 00	30 24
44/40 IXL Shot Black	63 00	31 76
Empty Paper Shot Shells		
12 gauge Crown for Black Pow.	29 00	14 62

LOADED PAPER SHOT SHELLS

Gauge	Load Letter	Shot sizes		
Crown Black Powder				
.20	C.W.	1 to 10	72 50	36 55
.16	C.B.	1 to 10	77 00	38 81
.12	CJ	1 to 10	78 50	39 56
.10	CV	1 to 10	90 50	45 62
Crown Black Powder (Larger sizes of Shot)				
.20	CW	BB 4A	78 50	39 56
.16	CB	BB SG	83 00	41 83
.12	CJ	BB AA SSG	84 50	42 60
.10	CV	BB AA SG.	96 50	48 64
Sovereign Loaded with Dupont Bulk Smokeless				
.20	ST	1 to 10 Ch. BB 4A	85 00	42 84
.16	SA	1 to 10 Ch. BB SG	85 00	42 84
.12	SK	1 to 10 Ch. BB AA SSG	96 00	48 39
.12	SP	7½ Trapload	97 00	48 89
.10	SO	1 to 10 Ch. BB AA SG	107 00	53 98
Regal Smokeless (Ballistite and Infallible Dense)				
.12	RJ	1 to 10 Ch. BB AA SSG	96 00	48 39
.12	RH	7½ Trapload Ch.	99 50	50 16
Canuck Smokeless (Dupont Bulk)				
.12	DE	7½ Ch. Trapload	105 50	53 18
Canuck Smokeless (Ballistite and Infallible Dense)				
.12	DD	7½ Ch. Trapload	105 50	53 18

Standard Oil Company Celebrates Jubilee

The golden jubilee of the formation of the old Standard Oil Company, founded on January 10, 1870, was celebrated Saturday with a luncheon at the company's building, 26 Broadway, New York, and at a banquet in the evening at the University Club. John D. Rockefeller, the founder, was not present as he is sojourning in Florida.

The story of how the Standard Oil Company grew from humble beginnings until it became the greatest business organization in the world, was related by the founder himself, John D. Rockefeller, in a letter which was read Saturday night at a dinner held at the University Club, Manhattan, in celebration of the golden jubilee of the world-wide corporation.

Mr. Rockefeller said he believed that there were only two survivors of the original organizers of the Standard Oil Company of Ohio, the parent organization—his brother William and himself.

"The business of oil refining," Mr. Rockefeller wrote, "was very profitable in the early sixties, but in the late sixties it was overdone and the competition was ruinous, so that probably 80, and possibly 90 per cent. of all engaged in it were either barely holding their own or suffering actual loss."

Many efforts were made to remedy the demoralization in the industry, but without success, Mr. Rockefeller continued, until the Standard Oil Company undertook to unite certain refining interests under a common ownership. The finding of the capital for the scheme was difficult in view of the poor credit conditions in the business and Mr. Rockefeller could recall only two concerns—the Warden, Frew & Co. interests of Philadelphia and the Charles Pratt Co. of Brooklyn—who were willing to furnish cash in return for stock. As an illustration of the stringency in the money market he said that the Standard Oil Company borrowed from its shareholders all the money they would lend and paid 10 per cent. interest.

Incorporations

Canada Boxboard Company, Limited, capital $250,000, head office, Toronto, plans to manufacture and deal in boxes.

Glasscoat Sewer Pipe and Conduits, Limited, head office, Toronto, capital $250,000, plans to manufacture and deal in title, sewer, conduit and other pipes.

Fuel Oil Engineering Company, Limited, capital $100,000, head office, Toronto, plans to manufacture and deal in oil burning equipment for heat and power.

Hamilton Market Refrigerating Co., Limited, Hamilton, Ont., plans to manufacture and deal in refrigeration equipment.

Sabine Limited, head office, Toronto, capital $20,000, plans to manufacture and deal in talking machines and records.

Ontario Cement, Limited, head office, Brantford, Ont., capital $600,000, plans to manufacture and deal in cement.

Steel Working, Limited, capital $150,000, head office, Toronto, plans to manufacture and deal in iron, steel and brass goods, hardware, automobile equipment and electrical equipment.

Canadian Gypsum Company, Limited, plans to manufacture and deal in fireproofing and semi-fireproofing materials.

Coonsolidated Asbestos, Limited, capital $10,000,000, head office, Montreal, plans to manufacture and deal in asbestos products of all kinds.

The Hall Thompson Company of Canada, Limited, capital $50,000, head office, Montreal, plans to manufacture and deal in automobile specialties, tools and supplies.

Continental Paper Products, Limited, capital $1,000,000, head office, Ottawa, Ont., plans to take over and carry on the business of the Continental Bag and Paper Company, makers of paper products.

National Tire and Supply Company, Limited, head office, Hamilton, Ont., capital $50,000, plans to manufacture and deal in auto accessories and supplies.

Garlock-Walker Machinery, Limited, capital $500,000, head office, Toronto, plans to manufacture and deal in hardware specialties and accessories and supplies for gasoline engines, vessels and electrical motors.

Shawinigan Foundries, Limited, capital $150,000, head office, Shawinigan Falls, Quebec, plans to manufacture and deal in steel and iron goods, furnaces and grates, brass and aluminum goods.

Norton Company of Canada, Limited, capital $500,000, head office, Hamilton, Ont., plans to manufacture abrasives and similar materials.

Richardson Green, Limited, head office, Winnipeg, capital $50,000, plans to manufacture and deal in paints, varnishes, glassware, farm implements, crockery and other merchandise.

Tractor and Implement Company, Limited, capital $1,000,000, head office, Montreal, plans to manufacture and deal in tractors, motor cycles, implements and accessories

Hemp Prices Move to Higher Levels

Advance Predicted in Recent Issue of "Hardware and Metal" is Now in Effect—Survey of Market Conditions—Yucatan and Manila Both Affected

AS predicted in a previous issue of HARDWARE AND METAL, sharp advances in the quotations on both Manila and Yucatan hemp have gone into effect at primary points. A late dispatch from New York says:

"Higher prices for hemp are attracting attention of traders to the prospects of generally higher prices for hard fibres, notwithstanding the great oversupply which has for a long time existed in both these branches of the fibre market. The rate for "I" hemp on shipment from Manila is quoted as high as 16¼ to 16½ cents, while spot supplies are practically non-existent. On the other hand, the rate for Yucatan hemp is quoted as high as 8½ cents per pound. Investigation seems to indicate that there has been some renewal of artificial conditions in the market.

Yucatan Situation

In trade circles the advance in sisal is generally attributed to the action of a large buyer in Yucatan, who has heretofore been paying the farmers very low rates for their product and, as a result of his policy, has found himself subject to so much unpopularity that he has been quoting rates said to be about a cent above the prevailing market figures. It is understood, however, that this is a largely nominal arrangement, as about 80 per cent. of the sisal consumption of the United States is taken by two large concerns, both of which are now understood to be dealing through independent buyers in Yucatan.

The great stock of sisal which fell into the hands of two or more banks about eight weeks ago, in order to satisfy the obligations which had been incurred to these institutions, has been variously reported as having been disposed of. Inquiry indicates that it, or a large part of it, is still where it was after the auction sale referred to, at which time about 250,000 bales changed hands. The belief that this great stock of sisal is being held for higher prices still prevails despite the opinion in trade circles that, owing to the great oversupply and the ability to get sisal in Yucatan much below the rates which are now being quoted here, the early sale of the fibre at a high figure is improbable.

Condition of Manila Market

The advance in price of Manila hemp has been a source of surprise to some purchasers who were under the impression that the value had been permanently lowered and was being held down by reason of the existence of a very large overstock in the Philippine Islands. The oversupply of hemp which has all along been reported, although slightly reduced within recent months, is still present, reports indicating a holding of nearly 400,000 bales. In spite of this overstock there has been an advance in price due to the fact that the large spot stocks of hemp formerly held in this country have been entirely absorbed, while the quantity now owned in Manila consists very largely of United Kingdom grades which are not acceptable here.

Dominion Oilcloth Plans Million Dollar Plant

Very Extensive Program Outlined by Vice-President Baillie—Will Make One of Most Modern Plants, Says Managing Director

PLANS of a very extensive nature, and involving an outlay of approximately a million dollars, are announced by John Baillie, on behalf of the Dominion Oilcloth and Linoleum Company, Ltd., Montreal, and of which Mr. Baillie is vice-president and managing director.

"We are going to make our plant second to none," said Mr. Baillie to HARDWARE AND METAL, "and while we have been extending and making improvements to the plant for the past thirty years or more, keeping the plant up-to-date, we are taking advantage of the quieter times to prepare for the future. At the present time it is very difficult to get raw materials, such as jute, linseed oil, and cotton fabrics."

Increased business which has been secured by the firm have justified them in making forward plans on the above extensive scale, and "before another year is over," continued Mr. Baillie, "we expect that there will be such a demand for the materials we make as to have justified the increased facilities being provided."

The plans above outlined will be carried out at the works on Partenais street. Actual operations are expected to begin at an early date, and this will depend upon weather conditions. Plans will involve the replacement of some of the present buildings, which, although kept up-to-date by frequent improvements, will give way to the larger premises now contemplated. New machinery and equipment will be added.

While the company plans to do a much larger business in Canada, and where increased demands are expected for oilcloths, linoleums, etc., an export trade will be developed in due time. "With the improvements made during the past year we already have a plant equal to anything in the United States, and with the rebuilding or remodelling of buildings during the present year we shall have a plant that will be far ahead of anything on this continent. The plans we have in view will not only increase our output, but will probably give employment to a considerable number more men," concluded Mr. Baillie.

Trade Enquiries

31. **Toys.**—A London firm of wholesale toy manufacturers and importers are prepared to purchase Canadian toys suitable for United Kingdom markets, and in this connection would be pleased to receive catalogues and offers from those in a position to undertake export trade regularly.

32. **Oilmeal.**—A commission merchant and manufacturers' representative in Barbados desires to be put in touch with a Canadian oilmeal exporting house.

47. **Motor engines.**—A firm in Newfoundland wish to get into communication with Canadian manufacturers of marine motor engines for the fishery.

48. **Lubricating oils.**—Canadian exporters of lubricating oils are asked to communicate with a firm in Newfoundland.

49. **Barbed wire, felting, wire netting.**—The Government of one of the British West India Islands wish to purchase the following supplies: Fifteen miles barbed wire; felting for roofing; wire netting.

51. **Domestic woodenware.**—A British firm of joiners and builders devoting special attention to church work and public buildings would be glad to arrange for supplies of domestic woodenware made in Canada.

53. **Zinc.**—A firm in Antwerp, Belgium, wish to get zinc suitable for lining the inside of wooden match box export cases. Specification:—

Quality—Identical to that known as "No. 11 German—thin."

Dimensions.—800 by 2,000 m/m (millimetres); 500 by 1,800 m/m (millimetres); 20 by 28 inches.

Thickness.—0.129 m/m and 0.143 m/m.

Quantity.—50 tons of the three dimensions in both thicknesses, thus 300 tons in all.

Quotation.—To be made c.i.f. Gothenborg, Sweden.

Commission.—3 per cent. to be included in the c.i.f. price.

Details respecting the following trade inquiries for toys and fancy goods will be found in the article by Trade Commissioner Norman D Johnston, Bristol, England, which appears on pages 67-69 of this week's number of the "Weekly Bulletin."

54-60. **Toys and fancy goods.**

62. **Hides and finished leathers.** — A French firm of leather importers having establishments in Paris and Brussels wish to import from Canada hides and finished leathers.

63. **Articles for Egypt.**—An importer in Cairo, Egypt, desires to obtain catalogues and samples for the following articles: Horse-shoe nails, hair brushes, tooth brushes, cloth brushes and beard brushes. Where the articles are of good quality and prices advantageous important orders could be booked for Egypt and Palestine.

64. **Metal and chemical products.**—A firm of steel and metal importers in France would be glad to enter into relations with Canadian manufacturers able to supply steel and metal and chemical products for France, and with sufficient production to do considerable business with the continent of Europe. They also desire to be supplied with raw material of pig-iron, billets and semi-products in various iron and steel manufacturers. References.

67. **Brush-making materials.** — Inquiry is made from an importer in Malmo, Sweden, who desires to be put into communication with Canadian exporters of material for brush making.

Helps for the Paint Department

Valuable Pointers in Connection With the Building of 1920 Trade—How to Turn Kicks Into Sales—Women Are Big Buyers—How to Assist the Housewives in Making a Selection

Written for Hardware and Metal by FREDERICK ARNOLD FARRAR

WE hear a great deal about the much abused word—service, a word that might mean a great deal or nothing at all.

Service as applied to the successful selling of paint means perhaps the burning of "midnight oil," in getting an order out on time, in digging up just the kind of advice in color schemes perhaps the customer particularly desires, in finding an efficient painter when one of your trade has been unsuccessful and a lot of other things that will never show on your bill.

Simply measuring off as much service as you are paid for is not the idea.

Paint departments can expect to get out of 1920 only in proportion to what they put into it in the way of extended service and conscientious interest in their business and their patrons. Here are a few helps towards success.

GETTING THE MONEY

In towns large and small there seem to be many people who think that the paint sections should carry their accounts for months without any protest from the credit department.

With the starting of the New Year you should give special attention to overdue accounts and bad risks, for otherwise they will remain a continual source of worry throughout the year.

There are, of course, many different angles by which you can approach a customer whose account is overdue, but here is a particularly good one. In collecting overdue accounts use the following method, which so far has failed in only a few instances:

Simply send a statement of bills overdue with the following remarks: "What would you do with this account if you were in our place? Will you kindly let us know?" Usually the answer consists of a settlement of the claim or the delinquent will call and make arrangements to take care of it in the near future.

No one can help but see the fairness of the question, and there is absolutely no loss of good will on the part of the customer.

TURNING KICKS TO SALES

When the paints and varnishes you sell give perfect satisfaction perhaps you seldom hear about them, but let something go wrong and you are the first to be "called on the carpet."

You see people with half a chance to find fault seldom overlook it, but primarily you are in business to PLEASE the public, to satisfy your trade, that is the basis on which solid trade is built.

Sometimes you are imposed upon, faults are unjustly placed and you often "swallow" a loss and say nothing, but the real game is to satisfactorily adjust a complaint and not only keep but increase the good-will of your customer.

CREATING AN ASSET

It has been the experience of the writer that the majority of complaints are not the fault of the goods, success fails on account of the weather, the fault of the brush, the fault of the surface, etc. The painter may have been unskilled or many other little points which in no way detracted from the merits of the goods sold, and frequently you can satisfactorily explain this to your customer and, by doing it politely and in fine, good humor you are creating an asset in his enhanced opinion of you and your department.

It is well to keep a card index of all complaints and give these people a little special attention. The customer then comes to feel that you have his best interest at heart and are making every possible effort to satisfy him on the right basis. "Bluff" often enters into a kick, but if the kicker finds that you have absolute

(Con. on page 66)

MOORE'S Guaranteed PAINTS

A quart is sufficient for the average small car.

"Save the surface and you save all" *Paint & Varnish*

Moore's Automobile Finish

A Durable, Lustrous Enamel that renews the appearance of Automobiles and makes them look like new.

Easy to apply. Self-levelling and dries over night.

Made in Black—Oriental Yellow — Auto Gray — Emerald Green — Vermilion — Jockey Red — Wine Color — Cobalt Blue—Brewster Green.

Made in Black—Blue—Yellow—Green—Red.

Moore's Wagon and Implement Paint

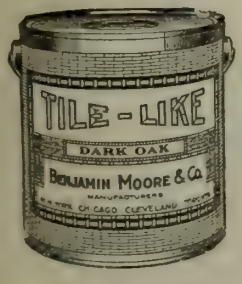
Specially prepared for Wagons, Carts, Ploughs, Mowing Machines and all other agricultural implements.

Produces a rich gloss, hard-wearing surface.

Profit Makers for the Dealer

A Moore Agency means BETTER BIGGER PRICES PROFITS

Color Cards and Prices on Request



Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Toronto

Maritime Sales Manager:
R. C. Blakeney, 267 South St., Halifax, N.S.

Western Sales Manager:
J. B. Cleveland, Box 821, Saskatoon, Sask.

HELPS FOR THE PAINT DEPARTMENT

(Continued from page 64-

knowledge of the situation, he is liable to back down before any readjustment is made.

This plan of creating assets out of complaints is a distinct factor in solid trade building.

CUTTING OUT DEBATES

I ran across in a few minutes, cases where the clerks in the paint departments of hardware stores carry on amateur debating contests, and these arguments are always trade killers.

The merchant's business is to sell goods, and even if a customer does express views different from your own, and in many cases on matters which are in no way related to your own business, supposing his views are wrong—forget it, for your victory in the argument is unimportant, and if it results in a loss of sale it would prove a decidedly costly victory. A much better plan is to let the customer have his way. You can still maintain your independence by approving certain views, but guide your conversation and sales talk toward the one end, an order.

It is not necessary to cross your customer or offend him. You can flatter him by listening to him, and thus he will leave feeling that you are a sensible and broad-minded business man.

There are many customers who insist upon an argument at the slightest opportunity, but your one aim must be to turn these arguments into trade victories.

LANDING THE LADIES

The paint department should assist the housewife in her decision to paint at this season of the year through suggestions in a good window display. Suppose you arrange it to run around the following idea:

Then show cans of varnish, small cans of enamel, brushes, furniture enamel, etc., with the suggestion that—

Include this with cans of goods and tell what their contents will accomplish. Display cans of metal and furniture polish with—

Another good idea is to send out a series of letters to your best customers making the appeal especially to the housewife. An idea follows:

Dear Madam:—

Do you intend to do a little re-decorating before the winter months are over so that everything will be cheerful and sanitary while you are all kept more or less indoors?

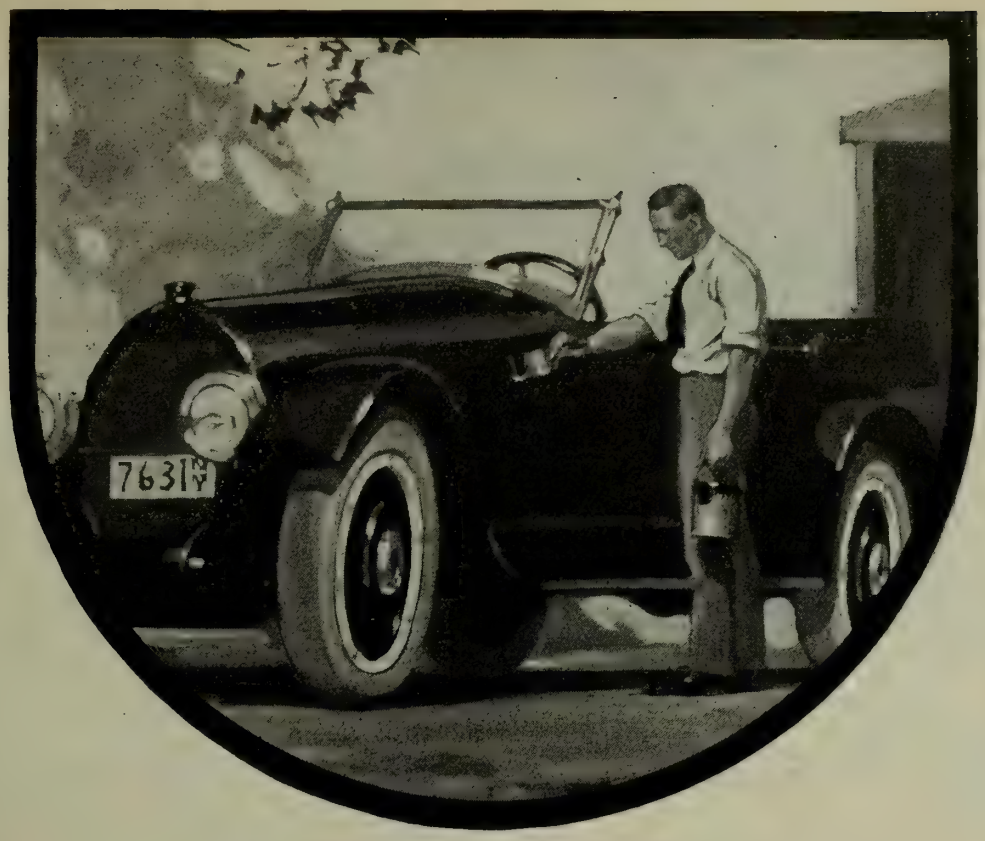
We have something particularly interesting to show you along this line, having a very attractive lot of Paints, Varnishes, Enamels, etc., that will enable you to do more than you had originally planned, accomplishing it at a saving that will interest you.

When you are in the neighborhood, won't you come in and let us show you what can be done in the way of home decorating at small cost? We are saving for you a helpful little book (or color card). It is full of valuable suggestions and we feel you will particularly appreciate it.

If you are unable to call, just telephone or write us and we will be glad to call upon you.

Yours very truly,

Do not let your sales effort cease with the mailing of your first letter, however. If the prospect does not immediately reply, send a second, or use your phone, asking for Mrs. So-and-So, and inquire if she received your letter. This emphasizes the impression that you are particularly anxious to be of service to her. Many sales are created in this way.



Sell Auto Finish

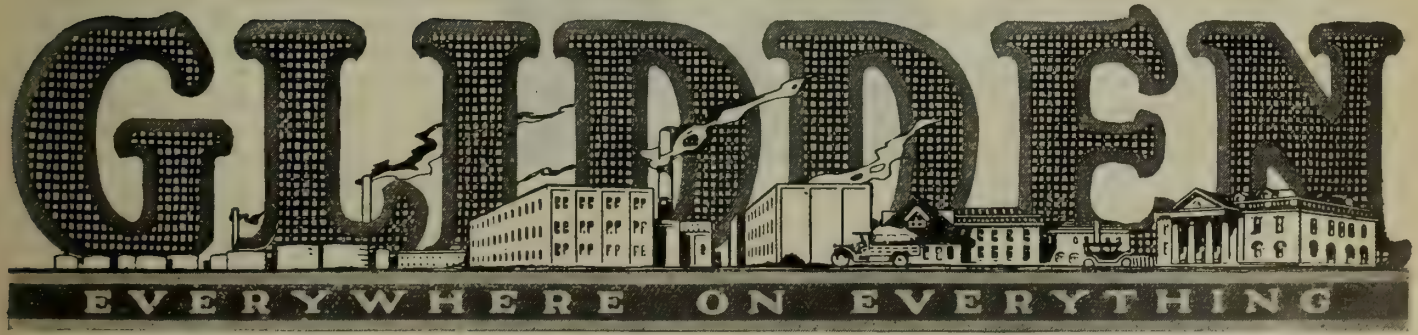
Each year more Auto Finish is sold. Dealers who stocked Glidden Auto Finish last year have more than doubled their stocks this year. They made a good profit last year and they are out to double it this year.

You can do the same—provided you select Glidden Auto Finish. This Glidden product is specially made for application by the owner. It levels out easily and quickly. It dries hard over night. No need to lay up the car for a week.

These paints appeal to the owner just as the profits appeal to you. Write to-day for plans and prices.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario

Branches at Montreal and Winnipeg



Glidden Company Buys the Adams & Elting Company

ANNOUNCEMENT is made by the Adams & Elting Company, 716-726 Washington Boulevard, Chicago, of the merger of that company with the reorganized Glidden Company, of Cleveland, Ohio, and Toronto, Canada. The deal whereby this widely and well-known concern becomes part of the great Glidden companies has been pending for some time and rumors to that effect have been current. Under the terms of the transfer the entire holdings, goodwill and trade names of the Adams & Elting Company are transferred. The price involved in the transaction is withheld by officials of the companies interested pending final arrangement of details. The Adams & Elting Company was established some thirty years ago and has gradually grown to be one of the largest paint manufacturing concerns in the west. In 1904 the company took over the Rubber Paint Company and its subsidiary, the Eureka Elastic Paint Co. The company also operates an eastern factory at Brooklyn and has a Canadian sales branch at Toronto. The announcement to the trade follows:

"We are pleased to announce that the Adams & Elting Company has merged its business with that of the reorganized The Glidden Company, of Cleveland, O.

"The identity of our business will not be affected, and its course will continue absolutely unbroken under the same management and with greatly enlarged facilities for manufacture and distribution.

"Our present factories will be maintained but there will be at all times available to us unlimited equipment for our rapidly growing volume of business, and we can thus guarantee the most satisfactory service.

"Our goods will be in accordance with the same high standards manufactured on our own formulas and at all times under our own supervision.

"It is a source of great gratification to us to be joined with a company so well known in whose personnel are numbered some of our warmest friends.

"All communications should be addressed to the undersigned at the present address.

"Adams & Elting Company."

Abnormal Demands For Paints and Colors

NEW YORK, Jan. 15.—The abnormal demand for all paints and colors continues unabated. Renovation and new construction are estimated to reach a record during 1920, and as the manufacturers endeavor to cope with this unusual situation they find themselves facing depleted supplies of many basic materials, increased costs of production and other post-war handicaps which oblige them to discourage new business and which certainly make for greatly advanced prices. The upward course of the pigment metals is affecting this market particularly. Lithopone is now held at 7¼ to 7½c and zinc oxide tends strongly upward. Following closely in the course of pig lead, white and red lead have risen to higher levels. Labor in the Orient and elsewhere has demoralized the varnish gums industry by declining to return to the business of gathering these products. The result is read in the higher prices listed below. Putty has advanced materially. Linseed oil is firmly held at $1.77 per gallon for January delivery in carloads, but the fact that paint manufacturers are covered for usual requirements for some time ahead has brought the demand for the time being to a standstill, the one exception in the entire market. Crushers anticipate a substantial revival of interest as soon as new construction gets under way. The depleted London turpentine market and the speculation which is permitted there in naval stores is accountable for the high prices for turpentine at New York and the Southern markets. There is none to be had locally and the price was up to $1.80 per gallon today.

Dissolution of partnership has been registered in the Dominion Lubricating Oil Co. of Montreal.

W. P. DICKSON

Who as stated in last week's issue of HARDWARE AND METAL *has been appointed Superintendent of the dry color works of McArthur Irwin Ltd., Montreal.*

Why Britain is Big Buyer of Flaxseed

One reason for the enormous purchase of flaxseed in the Argentine and other places referred to in previous issues of HARDWARE AND METAL is apparent in the following report from London, Eng. It will be remembered that all last Fall British buyers were paying big premiums to secure seed and that many consignments, which had been contracted for by American firms, were sent overseas, the shippers preferring to pay the forfeit.

LONDON.—According to the Chamber of Commerce, Britain has made great strides in the development of the oil seed crushing industry.

In a recent statement by the managing director of the British Oil & Cake Mills, this was claimed to be one of Britain's key industries, owing to the huge quantities of oil required by manufacturers of paint, linoleum, varnish, soap, lubricants, etc., among the technical trades; and baking, frying, cooking fat, and margarine manufacturers among the edibles trades.

It is pointed out that the total consumption of oils for these purposes in the United Kingdom is estimated at 600,000 tons a year. The consumption of margarine alone has trebled since the war, and British margarine manufacturers now produce over 10,000 tons per week, as compared with 2,000 tons before the war.

It is further stated that great efforts are to be made to extend the use of palm kernel cake for cattle feeding, in order that the palm kernel crushing trade, formerly a German monopoly, may be retained in the United Kingdom.

White Lead Shortage is Acute in England

LONDON, Eng.—Many a buyer is searching vainly for supplies of white lead. "We are all over-sold, and can undertake no early deliveries," said a leading manufacturer, in discussing the situation. "Months ago we had to take only forward orders and then we had to stop taking orders altogether. The reason is the abnormal demand for the raw material and the finished product. After the war, hundreds of thousands of people started to paint the outside of their houses. The supply was soon exhausted, for the process of preparing the best 'stack made' white lead for our use takes months to complete. Hence the clamour of the building and engineering trades for supplies."

LOSS BY FIRE IS $1,500

Fire in the factory of Lowe Brothers, Ltd., Toronto, destroyed paints and varnishes valued at $1,000 and caused damage to the building estimated at $500. The cause of the fire is unknown, but it was one of the hottest the fire department has had to handle for some time and equipment from four halls was called.

When You Sell NAPIER Hack Saw Blades

You sell more than mere metal cutting saws. You provide the means of turning out more and better work. For NAPIER Blades give more cuts—accurate cuts—than ordinary blades.

NAPIER Blades cut faster and hold their cutting edges longer, because they are made of steels hardened and toughened by the patented NAPIER process, perfected by Mr. Chas. Napier by 20 years of study and experiment. Their efficiency is materially increased by their scientifically milled teeth with a special set. This means that in NAPIER Blades

You Sell Service—

service that brings back satisfied customers and builds steady trade. Every man appreciates the freedom which NAPIER Blades give from lost time, spoiled material and personal annoyance.

NAPIER "EXPERT" HACK SAW BLADES

For Hand Use Only

This is a carbon steel blade—made of special high grade crucible tool steel. A general purpose blade for the hand cutting of metals. Made in two styles—ALL-HARD and FLEXIBLE, each in all standard dimensions and pitches. Prices most attractive.

NAPIER "QUALITY" HACK SAW BLADES

For Hand and Power Use

This is a tungsten steel blade of exceptional hardness and toughness. Made of finest steel obtainable. For cutting extra hard metal, such as high speed and unannealed steels. Made in ALL-HARD and FLEXIBLE types, each in a full range of standard dimensions and pitches.

Made by NAPIER SAW WORKS, Inc.
SPRINGFIELD, MASSACHUSETTS

For prices and delivery enquire of

LYMAN TUBE & SUPPLY CO., LTD.
Montreal Toronto Winnipeg New York

This Label

is recognized as a guarantee of quality by even the smallest varnish buyers. It has earned this record by upwards of 60 years of varnish making, during which the consumers' needs and interests were given the same consideration as our own.

This is the underlying reason for the large and always-growing demand for Berry Brothers' Varnishes, Enamels and Stains.

Partial List of Distributors of Berry Brothers' Products:

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood-Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillies Co. - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd - - - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.
A. M. Bell & Co., Ltd. - - Halifax, N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Townsend Paint Mfg. Co. - Montreal, Que.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 15.—Prices for linseed oil are firmer this week, and the basis has been moved higher. The supplies of seed are limited and demands are quite heavy upon the part of manufacturers of paint products. Turpentine is firming, and marked higher in one quarter. Some will not sell oil in any but very limited quantities. White lead in oil is firm at the advance reported last week, as is also putty. Mixed paints, some assert, will be marked up immediately. Varnishes are due for an advance owing to high oil and gum prices. The volume of business for spring shipment is large, and orders will tax manufacturers' facilities, in many cases.

Sharp Advances For Linseed Oil

Montreal.

LINSEED OIL.—the flax market has been fluctuating pretty much of late, and to-day's price is advanced to $4.97 per bushel. This has had the effect of materially advancing the cost of linseed oil, and general advances have been made. One to two-barrel lots of raw are selling at $2.50 per gallon. The tone of the market is very firm. Supplies are insufficient to meet the demands. In one instance a dealer stated to HARDWARE AND METAL that he was obliged to refuse all orders for more than four barrels.

	Imp. Gal.
Raw—	
3 to 4 barrels, gal.	2 47
1 to 2 barrels, gal.	2 50
Boiled—	Imp. Gal.
1 to 2 barrels, gal.	2 52½
3 to 4 barrels, gal.	2 49½

NOTE.—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Putty is Firm At the Advance

Montreal.

PUTTY.—The market is rather quiet, but the undertone is steadily firm at the recent advances already reported. Supplies of whiting and of linseed oil, as already referred to, are difficult to obtain.

	5 ton	1 ton	Quanty.
Bulk, in barrels	5 50	$5 75	$6 10
Do., ½ barrels	5 65	5 90	6 80
Do., 100 lbs.	6 30	6 60	6 95
Do., 25 lbs.	6 60	6 85	7 30
Do., 12½ lbs.	6 85	7 10	7 45
3 and 5 lb. tins	8 60	8 85	9 30
1 and 3 lb. tins	9 10	9 35	10 70
Do., in 100 lb. cases	7 65	7 90	8 25

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Turpentine Scarce; Advanced Prices

Montreal.

TURPENTINE. — Markets remain steadily high and the scarcity remains unimproved. No hopes are entertained for an improvement in this direction for some time to come, and, although turpentine has advanced already, it is stated that it will reach higher levels ere long. One quarter is quoting turpentine as high as $2.70 per gallon.

Turpentine—	Imp. Gal.
Single barrels	2 45 2 70
Small lots	.... 2 95

(Packages extra.)

White Lead is Firm; No Chance of Decline

Montreal.

WHITE LEAD IN OIL.—The market conditions are on the quiet side at this season of the year, but forward bookings are all right, and some report them heavy. Prices for standard grades are steadily held at the recent advances, and if pig lead keeps its upward lead, there may be higher prices still. Five-ton lots, per 100 lbs., are selling at $17.50 per 100 lbs.; ton lots at $18, and smaller quantities at $18.35.

Paints May Be Put On Advanced Basis

Montreal.

PAINTS AND VARNISHES.—Prices are very firm on all prepared paints and varnishes. As pointed out in HARDWARE AND METAL last week it is probable, and some say very likely, that prices will be marked higher. Even before the week-end some look for new schedules, and these, if they come, will follow the higher prices quoted on lead in oil, linseed oil, and turpentine. Varnishes are bound to be higher, according to manufacturers.

TORONTO

TORONTO, Jan. 15.—The paint market continues to be in an unsettled condition. Ready-prepared paint is very firm, and higher prices may take effect owing to the condition of the raw material markets, it is stated. White lead in oil is unsettled at the new price and may also be higher. Linseed oil is firm, while turpentine has advanced 20 cents per gallon. The glass situation is serious, and a famine is reported on both window and plate. Shellac is firm and higher prices are being looked for by the varnish and paint manufacturers.

Ready Prepared Paint May Advance Soon

Toronto.

PREPARED PAINT.—Owing to the recent advances in white lead in oil, also the higher prices of linseed oil, turpentine, and other ingredients, higher prices may be announced on ready-prepared paint, it is believed. However, the present price is a firm one. Business is reported to be very brisk for this season of the year, and booking still continues for spring shipments.

Putty is Holding Firm At New Prices

Toronto.

PUTTY is holding firm at advanced prices previously quoted in last week's issue, and are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 85	$6 10	$6 45
Do., 100 lb. iron	6 70	6 95	7 30
Do., 25-lb. iron	6 95	7 20	7 55
Do., 12½-lb. irons	6 70	7 45	7 80
Bladder, in barrels	7 60	7 85	8 20

Turpentine 20c Higher; a Good Demand Here

Toronto.

TURPENTINE.—An advance to $2.95 per gallon for single barrel lots of turpentine makes the price 20 cents above that of last week. There is, at this, a very strong undertone to the market, and with manufacturers using a great deal of the product, consumption has been seasonably heavy. No reduction of price is looked for. The new present quotations are as follows:

Turpentine—	Per Imp. Gal.
1 barrel lots	2 95
2 to 4 barrel lots	2 94
5 gal. lots	3 10

Linseed Oil Firm; Flax Market Stronger

Toronto.

LINSEED OIL remains firm, although the flax market is stronger. Were it not for the fact that all users in all parts of the world are wanting oil in large quantities, it is probable that hope could be held out for an easier basis soon. As it is, even though Argentine seed is on the way and expected to arrive at New York in increased quantities from this time forward, crushers and jobbers express their belief that oil will rule high for some time. Transportation of wheat is taking precedence on the railroads, and this means that for the time being, and probably for some weeks, there will

BUILDING PERMITS ISSUED IN NOVEMBER, 1919

	November 1919	November 1918	Change	1919. 11 months	1918. 11 months	Change.
EASTERN CITIES						
Maritime—						
Halifax	$ 224,210	$ 326,907	—$ 102,697	$ 4,880,666	$ 2,783,465	+ $ 2,097,201
St. John	226,500	2,500	+ 224,000	506,540	351,325	+ 155,215
Sydney	20,585	18,690	+ 1,895	665,663	404,416	+ 261,247
Quebec—						
Montreal	890,864	339,475	+ 551,389	9,375,500	4,707,638	+ 4,667,862
Quebec	171,378	69,050	+ 102,328	2,043,069	898,800	+ 1,144,269
Westmount	26,290	7,250	+ 19,040	805,605	270,061	+ 535,544
Ontario—						
Brantford	194,945	128,445	+ 66,500	1,095,255	758,435	+ 336,820
Fort William	46,500	525	+ 45,975	627,080	481,250	+ 145,830
Hamilton	525,940	374,285	+ 151,655	4,906,712	2,162,004	+ 2,744,708
Kitchener	86,690	1,255	+ 85,425	1,159,282	235,662	+ 923,620
Kingston	12,798	18,356	— 5,562	513,795	310,395	+ 203,400
London	109,960	110,690	— 730	2,023,970	848,680	+ 1,175,290
Ottawa	264,550	41,600	+ 222,950	3,108,767	2,561,554	+ 547,213
Port Arthur	10,968	3,240	+ 7,728	1,707,131	605,806	+ 1,101,325
Stratford	10,805	1,125	+ 9,680	367,396	89,761	+ 277,645
St. Catharines	44,035	13,319	+ 30,716	834,511	450,322	+ 384,189
Toronto	2,536,045	396,385	+ 2,139,660	17,779,811	7,924,880	+ 9,854,931
Welland	36,314	9,300	+ 27,014	378,885	427,304	— 48,419
Windsor	291,285	42,800	+ 248,485	2,528,310	533,470	+ 1,994,840
Woodstock	15,890	640	+ 15,250	123,997	115,938	+ 8,059
St. Thomas	6,810	9,025	— 2,215	221,475	54,310	+ 167,165
Total 21 East. Cities	$5,753,357	$1,914,871	+ $3,838,486	$56,653,420	$26,975,466	+ $28,677,954
York Township	419,550	.....	+ 419,550	4,097,200	.....	+ 4,097,200
WESTERN CITIES						
Manitoba—						
Brandon	$ 7,000	$ 17,046	—$ 10,046	$ 91,381	$ 98,722	— $ 7,341
St. Boniface	1,450	11,000	— 9,550	358,435	264,115	+ 94,320
Winnipeg	309,400	53,050	+ 256,350	2,798,550	2,040,800	+ 757,750
Alberta—						
Calgary	56,000	42,500	+ 13,500	2,177,100	1,169,500	+ 1,007,600
Edmonton	83,205	19,400	+ 63,805	921,746	341,710	+ 580,036
Lethbridge	12,890	4,620	+ 8,270	162,110	135,550	+ 26,560
Saskatchewan—						
Moose Jaw	8,208	3,200	+ 5,000	541,995	519,695	+ 22,300
North Battleford	.....	535	— 535	52,565	13,270	+ 39,295
Prince Albert	10,050	5,000	+ 5,050	195,611	85,548	+ 110,063
Regina	173,350	32,950	+ 140,400	1,686,620	986,690	+ 699,930
Saskatoon	20,445	8,350	+ 12,095	1,375,035	595,665	+ 779,370
Yorkton	41,425	1,700	+ 39,725	337,300	26,700	+ 311,100
British Columbia—						
Vancouver	387,530	70,798	+ 316,732	2,152,958	1,358,781	+ 794,227
Victoria	15,185	11,165	+ 4,020	406,791	229,290	+ 177,501
New Westminster	10,200	3,800	+ 6,400	156,282	102,760	+ 53,522
Total 15 West. Cities	$1,136,330	$ 285,114	+ $ 851,216	$13,414,979	$ 7,968,746	+ $ 5,446,233
Grand total, 36 cities	$6 889,687	$2,199,985	+ $4,689,702	$69,068,399	$34,944,212	+ $34,124,187

100 per cent. Increase in Building

Figures for 1919 Are Remarkable

"Save the surface and you save all" *Paint & Varnish*

No Longer Rumour But Established

Fact!

Stock Ramsay's Paints and Varnishes For a Record Breaking Building Season

Editorials, Reports and every source of information support the view that 1920 will see building activity that smashes all previous records.

To hold the many new customers that will come to you, Ramsay's Paints and Varnishes are the surest means, because the quality, service, durability and covering and brushing effectiveness pleases and satisfies them.

A. Ramsay & Son Company

Makers of Properly Preserving Paints and Varnishes for 77 years.

Toronto **MONTREAL** **Vancouver**

Distributers

Edmonton District
Revillon Wholesale Limited, Edmonton

Calgary District
The Macdonald-Baker Co., 818th 8th Ave. W., Calgary

Nova Scotia
Jas. Simmonds, Limited, Halifax, N.S.

Manitoba and Saskatchewan District
H. L. Perry, Co., Limited, 214 Princess St., Winnipeg

be little improvement in delivery from the South. Little hope is entertained of Western flax arrivals soon. The prices are quoted as follows:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 57	2 70
3 to 5 barrels, gal.	2 56	....
10 barrels and over	2 54	....
	Boiled	
1 to 2 barrels, gal.	2 60	2 73
3 to 5 barrels, gal.	2 59	....
10 barrels and over	2 57	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

White Lead in Oil May Again Jump

Toronto.

WHITE LEAD in oils is very unsettled, and notwithstanding the advances reported in last week's issue of HARDWARE AND METAL, new and higher prices are predicted for the near future; this is stated to be due to the advanced cost of raw materials.

Working Agreement Is Needed Between Various Sections of the Building Trades

Lack of Co-operation Threatens to Hold Up Some of the Construction Work That Is Planned For 1920—Are Business Agents To Blame?

ONE of the chief necessities in the building situation for 1920 will be the working together of the various sections of the building trades. Efforts have been made in some of the larger centres to arrange a working agreement. In taking this step it is essential that all parties to it co-operate. Lack of co-operation in 1919 was responsible for thousands of dollars' worth of building being held up because prospective builders were uncertain if they commenced when they would get finished. In some places the demands of the carpenters were not in harmony with those of other trades. In other places it was the bricklayers whose schedules caused the trouble. The result was that many of the men had to go outside of their own cities to work because the work that had been planned did not proceed.

Still Same Trouble

That the same trouble still exists is recognized by many of the men in the trades and they realize that it is detrimental to business generally.

Discussing the situation in Toronto the "Telegram" says editorially:

Some of the employees of the building trades are becoming disgusted with the attitude of some of their business agents of trade unions who are apparently anxious to have their names in the paper preaching about agreements, but when it comes to real action "they are not there."

"They have always some excuse for not signing when it comes to a showdown." One of the employers said today: "I feel like advising our section to do nothing until the labor men agree among themselves and then we will be prepared to sign anything so that we might proceed with the work."

"It would seem," said another employer, "that this business agent man is afraid his occupation would be gone when an agreement is reached, and he is evidently a believer in safety first for himself."

"The latest phase of the situation in the building trade, according to the morning papers, is that the bosses are to blame for not reaching an agreement, and I want to say," said one contractor, "that this is not true."

"For weeks there has been talk about the joint Industrial Council adjusting matters, but now there appears to be a difference between the bricklayers' business agent and the business agent of the electrical workers. Secretary John Collam, of the carpenters, is alleged to have said that 'it is more difficult to organize some of these contracts than it is to get men into the labor movement.'"

"If there is to be peace in the family," said Mr. Collam, "they must act and work faster, or our members may instruct us to cut away from the combination altogether."

Plumbers' End of It

Representatives of the Plumbers and Steamfitters' Union state that representatives of this section of the exchange and architects whom they had met some days ago were under the impression that one of the chief objects of the recommendation of the Industrial Council was to bring employers and men together frequently. They were prepared to sign an agreement in 1921. With plenty of work in sight and a shortage of mechanics, the plumbers were indifferent regarding the agreement. John Vick, business agent of the Bricklayers' Union, expected to sign an agreement within a short time.

Jimmie Gunn in It

Business Agent James T. Gunn, of the Electrical Workers' Union, said: "At the last meeting employers were prepared to fall in with my proposal that a blanket agreement for the entire industry be negotiated by a body representing the employers and another the unions," said Mr. Gunn. "Mr. John Vick wouldn't support the suggestion. Mr. Vick had a perfect right to oppose it as a craft unionist of the American Federation of Labor."

The structural steel workers have a grievance. They complain of the attitude of employers in refusing recognition of their organization, and insist that the older organizations of the trade secure this right before negotiations are concluded.

Hardware Fair To Be Held At Birmingham

London, Eng.—Details have been completed for the British Industries Fair, which will be held during the last week in February and the first week in March. The big exhibition will be divided into three sections, the most important of which will be housed in the Crystal Palace, London, where the following manufactures will be represented among others:

Cutlery, silver and electroplate, jewelry, imitation jewelry, glassware, china and earthenware, wallpapers, fancy goods (novelties), leather for fancy goods, brushes, toys and sporting goods, drugs and druggists' sundries and art needlework requisites.

The second section, at Birmingham, will include general hardware and house-furnishing merchandise, tools of all descriptions, nautical instruments, firearms, motor and other cycles and accessories, paints, etc. At Glasgow, where the third section will be staged, will be shown textiles of all descriptions, hosiery, hats and caps, boots, shoes and gloves, carpets, upholstery materials and chemicals.

None but British manufacturers will be represented, and only bona fide buyers will be admitted, invitations being required. No manufacturer may exhibit at more than one place or goods which he does not make in his own factories.

Price Guarantees To Be Investigated

The United States Federal Trade Commission has advised the Merchants' Association of its intention to investigate thoroughly the question of the guarantee of prices against declines. The following letter has been sent to the association asking its co-operation in the work:

"The question of guarantee against decline in price has been the subject of so many complaints before the Commission and opinion seems to be so diverse that the Commission has determined to go into the whole matter thoroughly.

"As a basis for the necessary expenditures attending upon such an inquiry, such formal complaints have been issued presenting various phases of the subject. To the end that every party at interest may be fully represented, the Commission is inviting, generally, producers, manufacturers, merchants (wholesale and retail) and consumers, to declare their interest so that the Commission may know what parties should be represented."

TIN PLATE MILLS CLOSED

CARDIFF, Wales.—A shortage of bars has caused the closing down of several tin plate mills here, and thousands have been thrown out of work as a result.

A Seasonable Line all the Time

There is always a demand for

SIMMS

Better Brushes and Brooms

This is a line that does not stick on the shelf.
The customer must have brushes and brooms all the year round, and wants nothing but **the best.**
Stock SIMMS famous line of Better Brushes and Better Brooms, and you have a stock that will keep moving.
Every sale means a sure repeat.
Here is our line of trade getter—

Brooms	**Paint Brushes**
Whisk Brooms	**Scrubbing Brushes**
Lather Brushes	**Shoe Brushes**

Stove Brushes.

Order from our nearest branch.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 years

Head Office: St. John, N.B.

Montreal London Toronto

Why Don't You Save Too!

"We figured that after the installation had been in three or four months it had more than saved its entire cost."

So writes a prominent user of Bowser Oil Storage. Their equipment has been in use thirteen years with no operating troubles or upkeep cost.

If you are not using Bowser Storage Systems for your oils you are losing money every day.

BOWSER ESTABLISHED 1885

Systems Do Save

You can save the Bowser Way. Our literature shows how. Write for it at once.

S. F. BOWSER COMPANY, Limited

66-68 Frazer Avenue, TORONTO, Ontario, Can.

Sales Offices In All Centres. Representatives Everywhere

LONDON
32 Victoria St. S.W.1

PARIS
5 Rue Denis-Poisson

HAVANA
Lonja del Comercio 427

SYDNEY
6 Castlereagh Street

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Ammunition, in cases. Discount 30/10/20%; broken cases subject to an extra charge of 5%.

Terms—Metallics and shot shells, 60 days net, 2% 30 days. All goods f.o.b. factory.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless, $72.25 per M; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 6½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.60; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Single Bits, doz.	$18 00	$22 00
Hunters' Axes	12 50	13 00
Boys' Axes	13 00	14 00
Double Bit	26 50	27 50

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 2, doz.	20 00
No. 3, doz.	22 50
No. 4, doz.	24 50

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B. Montreal, Toronto.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	6.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	6.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 35%.
Ford's Auger Bits.
Gilmour Auger Bits, 17½%.
Gilmour Car Bits.
Gilmour Eye Augers, net list.
Gilmour Ship Auger.
Rockford Auger Bits.
Irwin Auger Bits, net.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 10	$9 10
1—18 x 24	8 90	9 80
2—18 x 28	10 00	11 50
3—20 x 30	11 45	12 50

BOARDS, IRONING Dozen

No. 1, Daisy	$27 00
No. 10, Daisy	32 00
No. 31,	11 00
No. 33	16 00
No. 35	32 00
No. 36	36 00
Perfection	34 50

BOARDS, SKIRT—

No. 11, doz. 12 60

BOARDS, SLEEVE—

No. 3 dozen .... $ 6 00

BOARDS (Wash) Zinc

	Doz.
Baby Globe	2 35
Pony	$2 35
Royal Globe	5 15
Improved Globe	5 15
Neptune	6 15
Standard Globe	5 15
Original Globe	5 65
Solid Back Globe	5 65
Jubilee	5 80
Newmarket King	5 60
Western King (enamel)	8 00
Beaver (brass)	7 35
Diamond Ring (glass)	6 60
Glass Globe	6 30

F.O.B. Newmarket.

BOILERS (Range)

30-gal., extra heavy	$12 50
30-gal., Standard	11 00

BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 20%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 10%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 5%.
Elevator Bolts, large head, 5%. corrugated head, 40%.
Fancy Head Bolts, 5%.
Shaft Bolts ($3 list), 5%.
Step Bolts, large head ($3 list), 5%.
Whiffletree Bolts, 5%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list, $2.00.
Stove Bolts, 55%. Tire Bolts, 40%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 37
Rods, base ½ to 1 in., round	0 35
Tubing, seamless, base	0 43

F.O.B. Montreal and Toronto.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 12½%
No. 808	add 5%
No. 804	add 7½%
Nos. 802, 842, 844	add 25%
No. 810	add 5-7½%
No. 814	tdd 62½%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

CHAIRS Dozen

Step ladder	$33 00
Step ladder stools	18 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Discount of 7½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 5% f.o.b. St. John, N.B.

CLOCKS

Big Ben	$3 75

F.O.B. Montreal, Toronto, Hamilton.

Good Morning, each	1 60
Lookout	2 00
Sleepmeter	2 15

Hamilton

CLOTHES BARS AND DRIERS

	Per Doz.
Leader Clothes Dryers	$10 85
Clothes Bars, Nos. 1 and 3	11 00
No. 2	13 80
No. 4	12 00
No. 5	14 00
No. 6	16 00

CLOTHES HORSES, Etc.

	Folding	Extension
4 ft.	$ 9 75	$19 50
5 ft.	12 25	24 50
6 ft.	15 00	30 00

CLOTHES LINES (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$17.50	
¼ in.	13.25	
5-16 in.		$15.75
⅜ in.	11.40	14.05
7-16 in.	11.15	13.80
½ in.	10.70	13.60
⅝ in.	11.00	13.20
¾ in.	10.20	12.60
⅞ in.	9.95	12.35
1 in.	9.70	12.25

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$18.95	.....
3-16 in.	18.00	$22.75
¼ in.	16.50	19.50
5-16 in.	13.80	15.70
⅜ in.	10.80	.....
7-16 in.	10.20	.....
½ and ⅝ in.	9.95	.....

F.O.B. Toronto, Montreal.

Cow ties, net list; trace chains, list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 20%; stall fixtures, No. 1, or or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs.

F.O.B. Montreal, Toronto, Hamilton, London.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 41	0 39
Soft sheets, base 16 oz. and heavier	0 42	0 40
Tubing, lb.	0 46	0 45

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	90
No. 7, lb.	89
Nos. 8, 9, 10, 12	88

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.	$34 80
2 ft. 10 in., doz.	35.40
3 ft. x 7, doz.	36.00

F.o.b. Toronto.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank. List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2 10

LATEST NEWS

WE NOW MAKE

THE ORIGINAL

IDEAL

Centrifugal Lead Trap

Having purchased the complete plant for the manufacture of

CENTRIFUGAL TRAPS

FROM

The Ideal Manufacturing Co.

WINDSOR

WE CAN MAKE PROMPT DELIVERY

Sole Manufacturers

The Canada Metal Company, Ltd.

HAMILTON MONTREAL **TORONTO** WINNIPEG VANCOUVER

BROOMS

Our

Canada No. 3

fills the bill

Not too heavy, not too light

Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom

We know how to make.

ORDER NOW.

WALTER WOODS & CO.

Hamilton and Winnipeg

Automobile Experience

has brought to the surface many invaluable lessons in the use of metals. We have applied these discoveries to

Automobile SKATES

The Skate with Aluminum Tops

—thus making a big advance that has given them a nation-wide popularity.

Automobile influence is seen in the beauty and elegance of the various designs.

Their aluminum tops are made from the same grade of alloy as used in the crank cases of the better cars.

Blades are made from special chrome-nickel, steel tempered hard as glass for a lasting keen edge—but have tough core that makes them practically unbreakable.

Is this not the line you need for next season?

Write for particulars.

CANADA CYCLE & MOTOR CO. LIMITED · C·C·M · WESTON · CANADA

Canada Cycle and Motor Co., Ltd.

WESTON

Montreal Toronto
Winnipeg Vancouver

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 45%
Blacksmiths', ½-in. shank... 35%
Straight Shank 35%
Straight Shank, wire....... 35%
Taper Shank 35%

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899. %

Great Western, Amer...... 50
Kearney & Foot, Arcade.... 50
J. Barton Smith, Eagle 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson 35
Black Diamond 35
Delta Files 20
Firth Files 50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 10%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

Class—	Black	Galv.
A	0 57	0 72
B	0 25	0 35
C	0 19	0 25

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4″ and under....	70%	75%
4½″ and larger.	60%	65%

4″ and under, running thread, 40%.

Standard couplings, 4″ and under, 40%.

4½″ and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRILLS, ELECTRIC

Single heat, round ....
Three heat, round ....

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Bi-Treadle, each 7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING) Doz.

Russet rope shank, 1″.$11.25-$12.75
Perfect, No. 1½ 13 20-13 80
Russet rope shank, 1¼ in.. 13 85
Black rope shank, 1 in.... 13 75
Black rope shank, 1¼″.12.50-13 85
Hand sewn, no shank, 1 in. 17 40
Hand sewn, no shank, 1¼″. 18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt..$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs. and under... 22 50
Napping, up to 2 lbs.. .... 25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles plus 10%. All doubletrees, 2½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net list. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

HANGERS, BARN AND PARLOR

List

Atlas, No. 0 .... $13 30
Atlas, No. 1 .... 13 80
Atlas, No. 2 .... 15 80
Stearns, 4 in. 9 75
Stearns, 5 in. 13 20
Perfect, No. 1 .... 10 45
Canada 12 50
Hatch 12 75
National 14 50
America 16 50
Great West 30 00
Storm King and safety hangers, doz. 10 60
Steel track, 1¼ in. 9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00

Discount 27½%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices. Figured Net list.

	Strap Doz.	Tee pairs.
4-inch	$ 3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

Light, Net Prices. Figured net list.

3-inch	$1 00	$1 00
4-inch	1 20	1 10
5-inch	1 40	1 30
6-inch	1 70	1 50
8-inch	....	....
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz...	$4 40	$5 00-$5 50
No. 3, per doz...	4 50	5 50- 6 40
No. 4, per doz...	4 60	6 00- 7 40
Little Giant	6 25	....- ....
Barden Patent...	6 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft..$17 50
Corrugated, ⅝ in., 100 ft.. 20 50
Corrugated ¾ in. 23 50
Corrugated, 1 in., 100 ft... 35 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.15 gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set $2 05
Mrs. Potts, No. 50, nickel-plated, set 2 25
Mrs. Potts, handles, japanned, doz. 1 40
Sad irons, common, plain, 3, 4 and 5 lbs.......... 9 20
Sad irons, plain, 6 lbs. up.. 7 00
Sad irons, common, plated. 5 50
Princess Electric, each.$4 00 4 10
Canadian Beauty Electric Irons—
Style A $4 71
Style B 5 08
Hotpoint Domestic Electric Irons, each 5 25
Gasoline Sad Irons, each ... 4 25

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point $14 75
Lightning 13 25
Heath's 13 25

LADDERS, Etc.

Step Ladders Per ft.

Standard 0 31
Crescent 0 28
Household 0 24
Faultless, 4 to 10 ft. only..... 0 35
Ontario, 4 to 10 ft. only...... 0 32
Shelf Lock, 4 to 8 ft. only.... 0 27
Gardner, No. 1 .... 0 23
Do., No. 2, bolted 0 25
Dominion, No. 3 .... 0 26
Do., No. 4, bolted 0 29

Single and Fruit Picking

10 ft. to 16 ft. .... 23c ft.
18 ft. to 20 ft. ....24c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 25	$0 27
36 to 40 ft.	0 27	0 30
44 ft.	0 29	0 33
Over 44 ft.	0 42	0 40

Best quality, 20 to 40 ft.... 0 35
Three section extension 0 35

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain $12 50
Do., Japd. 13 25
Long Globe, plain 12 50
Do., Japd. 13 25
Dash, plain 15 50
Do., Japd. 16 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short......$0 95-$1 10
Cold blast 1 00- 1 10
3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.
Cold blast, genuine ruby....$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2.....$1 80-$2 00
Steel Thumb, No. 3..... 2 40- 2 70
Steel Thumb, No. 4.......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List each

Canadian $12 50
Dowswell 12 50
Noiseless 16 25
Hamilton 13 50
Peerless 13 00
Snowball 18 75
Momentum 20 25
New Century, style A...... 18 00
New Century, style B...... 20 00
Playtime, engine drive 26 00
Ideal Power 30 00
Seafom, electric, style A .. 120 00
Seafoam, engine drive 55 00
New Idea, electric 118 50
Sunshine 16 25
Popular, No. 1 .... 13 00
Popular, No. 2 .... 12 50
Economic 15 00
Champion 20 25
Blue Bell, without stand...... 18 00
Puritan Water Motor Washer, complete 30 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric 116 50
Low pressure water motor washer, each 31 00
Connor ball-bearing, with rack 21 00
Perfection, engine drive 65 00
Perfection, electric 124 00
Beaver 26 00
Beaver, power 27 00
Connor Vacuum 26 00
Patriot 23 00
Jubilee 11 25
Canada First 23 00

Less 30 and 5%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.......$2.40
Carpenters', No. 8 .... 5.[illegible]

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $14 25
Pick, doz. 14 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS

O-Cedar, doz. net $12 60
Sprustex, No. 2, doz..$8 00 8 40
S.W. Mops, complete, doz.5 25 5 40
Mop Sticks, doz., No. 8.... 2 00
Cast Head Mop, doz........ 2 00
Crescent, doz., No. 10..2 50 3 25
Crank wringing, doz........ 8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 40-10%
Woodyatt 35%
Empress 35%
Mayflower 35%
Star, Ontario, Daisy 35%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.30.

Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory; no freight allowance.

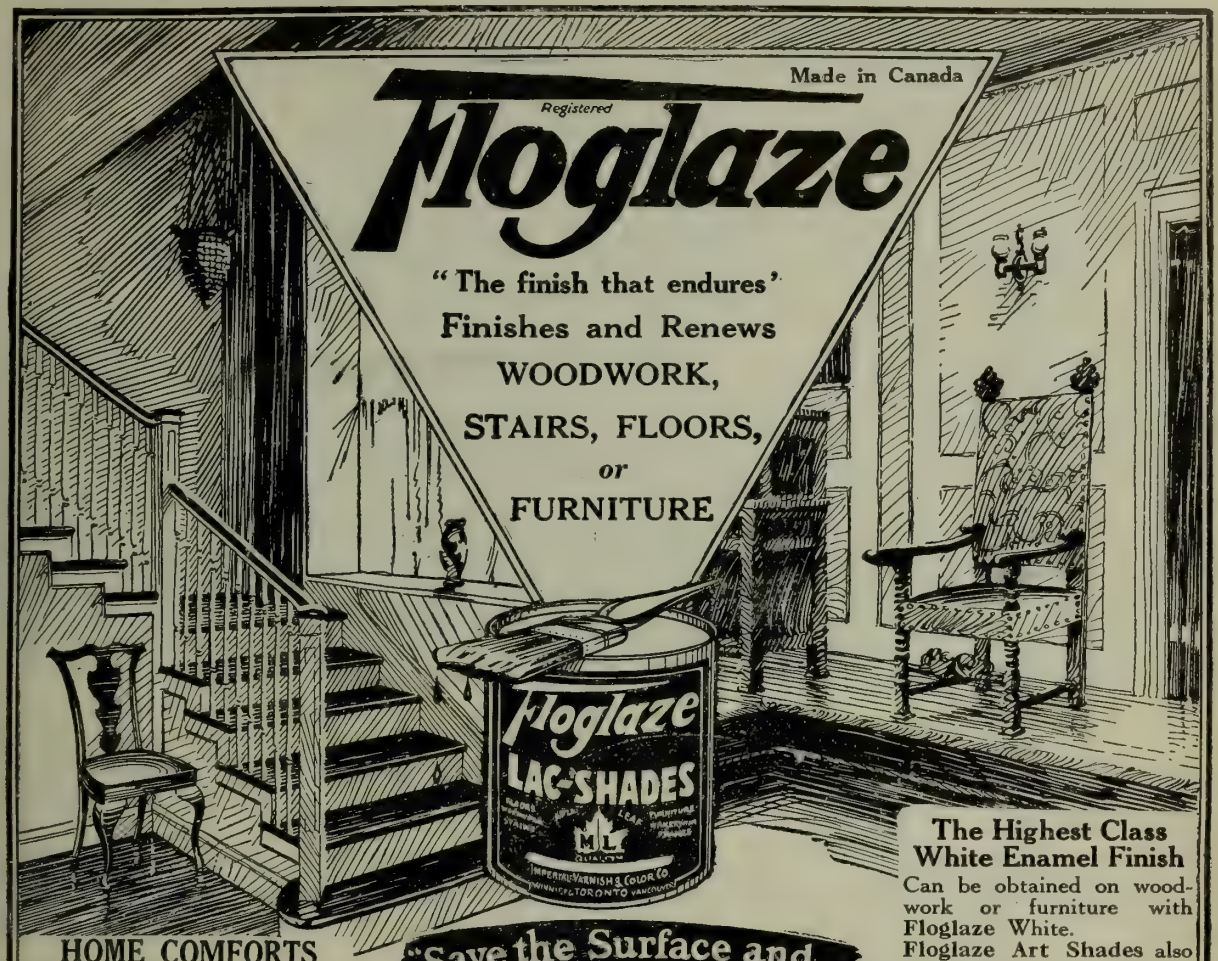
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—$5.85 base, f.o.b. Montreal. No equalization of freights.

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton. $11.75.



HOME COMFORTS

Depend largely on the appearance and upkeep of woodwork, stairs, floors and furniture. There is a Floglaze shade for the decoration and protection of all these surfaces.

"Save the Surface and you save all" Paint & Varnish

The Highest Class White Enamel Finish

Can be obtained on woodwork or furniture with Floglaze White.

Floglaze Art Shades also are especially adapted to all interior decoration.

These produce delicate shades and give long wearing service for either woodwork or furniture.

Complete Finishing and Renewing Can Be Done With

For Interior Decoration — Floglaze — *"The finish that endures"*

With Floglaze you can finish in either solid color, Lac Shades, Whites or natural finish. Floglaze keeps the home homelike, sanitary and cosy. Apply it to-day and prolong the service of your woodwork or furniture.

Complete Floglaze Color Card sent on request. Let us tell you about Floglaze for other purposes.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Our booklet "How to Finish and Refinish with Floglaze" will be sent on request made through your dealer or direct to us.

Hustling Publicity that will appear in Canadian Newspapers and Magazines during 1920, to sell more Floglaze

If you are not already handling this line and happen to be in one of the few towns where we are not represented, write us for our agency proposition,

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$24 00
No. 6	23 00
No. 7	22 00
No. 8	21 00
Nos. 9 to 12	20 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	8¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...$1 80 — 48 inch...$ 6 20
18 inch... 2 65 — 60 inch... 7 70
24 inch... 3 40 — 72 inch... 9 20
30 inch... 4 00 — 84 inch... 10 50
36 inch... 4 75 — 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.

12 inch...$3 50 — 42 inch...$10 50
18 inch... 5 00 — 48 inch... 12 00
24 inch... 6 30 — 60 inch... 15 00
30 inch... 7 75 — 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.

12 inch...$4 00 — 42 inch...$12 00
18 inch... 5 50 — 48 inch... 14 00
24 inch... 7 00 — 60 inch... 17 00
30 inch... 8 50 — 72 inch... 20 00

¾ inch mesh and 20 ga. wire.

24 inch..$10 50 — 36 inch...$15 00
30 inch.. 12 75

½ inch mess and 22 ga. wire.

24 inch...$16 50 — 36 inch...$24 00
30 inch... 20 10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM

Best (American)	$21 00-$22 00
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy (spun)	21 60
U.S. Navy (unspun)	.....
Plumbers (spun)	10 25

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 24½
Palacine, gal.	0 27½
Gasoline, net, gal.	0 34
	Gallon
Black oil (summer)	0 14½
Black oil (winter)	0 15
Imperial Kerosene Tractor	0 69
Capital cylinder	0 64½
Machine oil, regular grades	0 40
Standard gas engine oil	0 42
Parafine	0 23½

List, less 15% on above.

Polarine Oil, list	1 00
Polarine Oil, heavy, list	1 00
Polarine A, list	1 10
Gargoyle Mobiloil, A and E	1 30
Gargoyle Mobile, B and BB	1 45

List, less 25% on above.

Fuel oil, bbls. net	0 11½
Fuel oil, tank cars, net	0 09½

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 38

F.o.b. Toronto, Montreal.

PAPER

Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 23	
Dry Fibre, No. 2, Anchor	0 72	
Tarred Fibre, Anchor, No. 1	1 33	
Tarred Fibre, Anchor, No. 2	0 90	
Rosin Sized Sheeting, red	1 05	
Do., blue	1 70	
Surprise Fibre	0 80	
"Stag" Sheathing	0 80	
Tarred felt, per cwt.— 7, 10, and 16 oz.	4 65	
Cyclone (dry)	1 23	
Cyclone (tarred)	1 33	
Joliette (dry fibre)	0 72	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	5 75	
Straw, sheathing, heavy, dry, cwt.	4 15	
Do., tarred, per cwt.	4 30	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

	Montreal	Toronto
Clay—		
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 50
4 gross (cartons), 4 in.	1 75
Spring, 2 grs. box	1 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 42, Dec. 9, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 00	$ 8 00	$.....	0.....
¼ in.	4 65	6 78	5 13	7 26
⅜ in.	4 65	6 78	5 13	7 26
½ in.	6 16	7 74	6 84	8 42
¾ in.	7 76	9 89	8 68	10 81
1 in.	11 48	14 62	12 84	15 98
1¼ in.	15 53	19 78	17 37	21 62
1½ in.	18 56	23 65	20 76	25 85
2 in.	24 98	31 82	27 94	34 78
2½ in.	39 49	50 31	.....	.....
3 in.	51 64	65 79	.....	.....
3½ in.	65 78	82 80	.....	.....
4 in.	77 94	98 10	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$27 94	$34 78	$31 64	$38 11
2½ in.	40 66	51 48	46 51	57 35
3 in.	53 17	67 32	60 82	74 97
3½ in.	66 70	83 72	75 90	92 92
4 in.	76 85	97 01	....	....
4 in.	79 08	99 19	89 93	110 09
4½ in.	88 00	113 00	107 00	132 00
5 in.	103 00	132 00	125 00	154 00
6 in.	133 00	171 00	162 00	200 00
7 in.	175 00	224 00	211 00	259 00
8 L in.	184 00	235 00	221 00	273 00
8 in.	212 00	271 00	255 00	314 00
9 in.	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	288 00	349 00
10 in.	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto. Welland.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list	$ 8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

List less 10%.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F o.b. Montreal, Toronto.

PLANTERS. CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

PLATES, CANADA

	Prices nominal, Montreal	Toronto
Ordinary, 52 sheets	$8 25	....
Do., 60 sheets	8 35	....

PLATES, COKE, TIN

Per Box

	Tor'to.	Mont.
IC, 20x28 base	$22 00	....
IX, 20x28 base	27 00	....
IXX, 20x28 base	30 00	....
IXXX, 20x28 base	33 00	....

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets.........$23 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

4-oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 30 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto. London.

POLISH, METAL

Bon-Ton

Size Case	Doz.	Case
¼ pts., 3 doz.	$1 15	$3 40
½ pts., 3 doz.	2 10	6 00
Pints, 2 doz.	3 15	6 00
Quarts, 2 doz.	4 65	9 00
½ gal., 1 doz.	8 40	8 40
Gal., ½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply roll	2 60
Samson, 2-ply, roll	2 95
Samson, 3-ply, roll	3 00
R. S. Special, 1 ply	1 85
R. S. Special, 2 ply	2 10
R. S. Special, 3 ply	2 35
	Montreal
Everlastic, 1-ply	1 95
Everlastic, 2-ply	2 30
Everlastic, 3-ply	2 65
Panamoid, 1-ply	1 85
Panamoid, 2-ply	2 15
Panamoid, 3-ply	2 50
Red Star Ready Roofing, 2-ply	1 75
Do., 3-ply	2 05
Liquid roofing coating, per gal., in barrels	0 50
5 and 10 gal. lots, per gal.	0 60
1, 2, 3 gal. cans, gallon	0 85
Coal Tar (refined), bbl.	8 25
Coal Tar (crude)	7 00

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	31
Beaver Manila basis	26
New Zealand hemp basis	26
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lathe yarn	23
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis	On application
Cotton, ⅛ in.	0 83
5-32 in.	0 82
3-156 in.	0 82
¼-in. and up	0 81

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 761 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (68½), $8.80; 852 (73), $5.50; 762B (7), $6.50; 386 (32), $7.60; 2851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge, Steel	$4 90
103, 50 ft. Reliable Jr., Steel	4 95
243, 50 ft. Rival, Steel	4 25
1243, 50 ft., Rival Jr., Steel	3 95
603, 50 ft., Metallic	3 45
604, 66 ft.	3 85
403, 50 ft., Linen	2 40
	Dozen
713, 50 ft., Ass Skin	6 60
714, 66 ft., Ass Skin	7 75
143, 3 feet, Steel Pocket	7 50
145, 5 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

SCALES

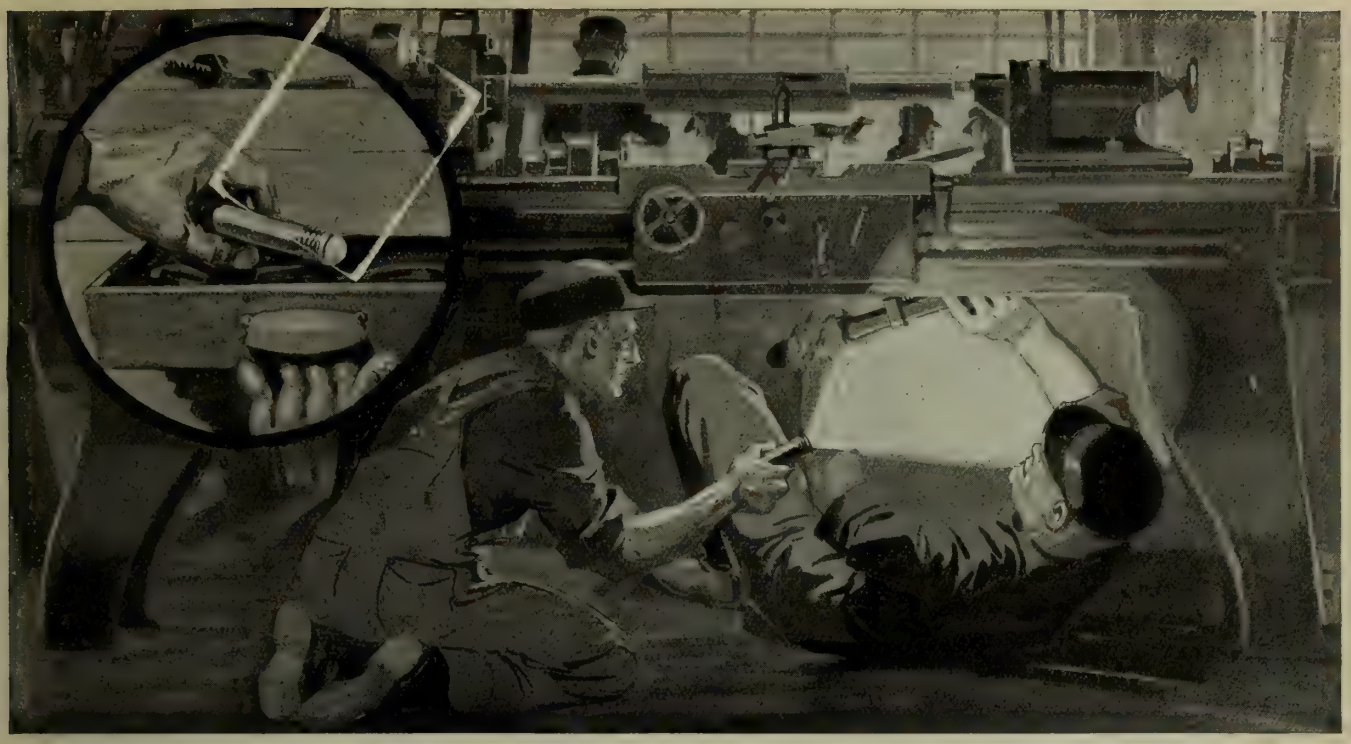
Champion—	Scale List	Stamping extra
4 lb.	$5 50	$0 30
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices, net: standard scales, discount; Weigh Beams, 5% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	75%
Wood, R.H., bright	72½%
Wood, O.H., bright	72½%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	30



Your Big Market *for* DAYLO *in* February

is among the workers in industrial plants. Not only the man who works at night, but every shop and factory employee needs a Daylo to help him in his work.

That fact is being driven home to millions of workers during January and February through Daylo's great industrial advertising campaign.

This campaign is staged to help every Daylo dealer; it is bringing one of the livest markets right to the doors of the Daylo store—to *your* door if you are ready for it.

Don't let this opportunity catch you unawares—have your stock adequate to meet this real demand.

And make the sales of Daylo certain for your store by joining the Eveready co-operators under the 1920 Plan.

If you are not a Daylo Blue List Dealer, write today for details of this plan.

A 1122

CANADIAN NATIONAL CARBON CO.
Limited
Toronto, Ontario.

SCREWS, WOOD BENCH
Dozen $7 90

SCYTHES Doz.
Cast Steel $15 76
Golden Clipper 16 75
Little Giant 17 76
Bush 16 25
F.O.B. London, Toronto, Montreal.

SNATHS Doz
00 Patent $13 75
1 .... 13 20
2 .... 12 65
3 .... 11 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

	Premier		Apollo	
U.S. oz. ..	8 90	9 75	9 25	9 50
U.S. 28...	8 30	10 15	8 85	8 80
U.S. 26...	7 90	8 75	8 55	8 45
22 and 24.	7 70	8 15	8 40	8 25
18 and 20.	7 50	7 95	8 25	8 05
16	7 25	7 75	8 10	7 85
12 and 14.	7 05	7 50	7 95	7 60

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.
F.O.B. Hamilton and Toronto.

	Queen's Hd.	Fleur-de-lis
28 ga.	$10 50	$10 00
26 ga.	10 25	9 75
24 ga.	9 65	9 70
22 ga.	....	9 30
20 ga.	....	9 10

F.O.b. Montreal.

SHINGLES, METAL
Standard, galvanized $10 00
Standard, painted 8 00
Discount 7½%.

SWEEPERS, CARPET Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing $51 00
Club, jap. Cyco bearing.... 108 00
Champion, nickeled fittings.. 48 00
Champion, japanned fittings. 36 00
Grand, nick., Cyco B.B..... 61 00
Grand, jap., Cyco B.B...... 57 00
Grand Rapids, nick., Cyco B.B. 48 00
Grand Rapids, jap., Cyco B.B. 41 00
Parlor Queen, nick., Cyco, B.B. 64 00
Princess, nick., Cyco B.B... 49 00
Standard, nickeled fittings.. 44 00
Standard, jap. fittings 37 00

SIDING, METAL
Standard, galvanzed $8 50
Standard, painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP
Eureka, per M......$13 50 $16 50

STANDS, WASHTUB—
Reversible Drip, each $2.25

STAPLES
See Wire Products.

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$18 75
Perfection No. 33, 3-burner.. 24 26
Perfection No. 34, 4-burner.. 30 75
No. 22G oven for above stoves 7 25
Discount, 25% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net 4 50
Detroit Glass Front Oven, No. 85, each, net.......... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.
Oil Burning Heaters. List
No. 525, each ....$ 7 00
No. 530, each 8 25
No. 630, each 10 25
Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—
Star, No. 1, doz............ 24 00
Star, No. 2, doz. 24 00
Sun 18 60
Adjustable Pin, No. 44, doz.. 34 50

STRETCHERS, WIRE
Hercules, doz. $2 60
Sampson, doz. 7 50
Universal, nick., Cyco bearing 46 00
Universal, jap., Cyco bearing 39 00

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS (ELECTRIC)
Steel frame $36 46
Aluminum frame 43 90
Attachments, set 8 25
F.O.B. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 and 10%
Shoe findings list adopted July 5, 1917 .... Net List
List of Capped Goods adopted Jan. 1, 1916..602and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Canadian Beauty $4 71
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. 0 12

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.

8 in......	$6 90	16 in......	$12 50
10 in......	7 70	18 in......	16 00
12 in......	9 10	List less 10%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor Giant No. 1 G, doz... 2 70
Jump, No. 1 .... 2 95
Hawley & Norton, No. 1..... 3 45
Newhouse, No. 1 .... 5 00
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $20 80
No. 1, per dozen 18 50
No. 2, per dozen 16 20
No. 3, per dozen 18 85
F.O.B. Newmarket.

TWINE (COTTON)
5-lb. sack, 3-ply, lb...... 0 87
Cones, 3-ply, lb 0 83
Do., 4-ply, lb. 0 87½

VALVES AND COCKS
Compression work, standard.... 28
High grade 24
Fuller work, standard........ 34
Basin cocks, No. 0, standard... 23
Nos. 1 and 2 23
Bath cocks, compression...... 80
Flatway stop and waste cocks, standard 32
Roundway stop and waste cocks, standard 32
Brass steam cocks, standard..Net list
Radiator valves, standard...... 15
Do., removable seat.......... 10
Globe, angle and check valves, standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Jenkins Globe ....Net
Standard Gate ....Net
F.O.B. Toronto.
Penberthy Brass Valves
Compodisk Valves 5-2½%
Gate Valves 15%
Regrinding Valves 5%
Swing Check Valves ..... Net List

WARES, ETC.
Britannia, 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 40% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list, plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list, plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 25%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Nickel-plated Ware, 50%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.....	$3.75	$4.00	$4.00
Section, ½lb., per 100 lbs.....	3.75	4.50	4.00
Solid, 3 to 30 lbs., per cwt.	3.00	3.25	3.10-3.25

WHEELBARROWS
Navvy, steel wheel, doz......$63 00
Garden, steel, doz........... 64 25
Light garden, doz........... 46 80
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.
Cut Hay Wire. Per 100 lbs.
No. 9 .... $5 80
No. 10 .... 5 90
No. 11 .... 5 95
No. 12 .... 6 05
No. 13 .... 6 15
No. 13½ 6 20
No. 14 .... 6 35
No. 15 .... 6 50
No. 16 .... 6 65
Stovepipe Wire
No. 18 .... 8 75
No. 19 ....9 25
Fine wire, list plus 20%.
Smooth Steel Wire.
Nos. 0-9 gauge, base 5 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings.

WIRE STAPLES
Bright Wire, $5.60, base.
Galvanized Wire, $6.35, base.

WRENCHES, STILLSON
6 in., doz.................$12 00
8 in., doz................. 13 50
10 in., doz................. 15 00
14 in., doz................. 21 00
18 in., doz................. 30 00
24 in., doz................. 43 50
36 in., doz................. 81 00

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 160 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 149 00
Challenge, No. 311E 100 30
Discounts from above list 30 and 5 per cent.
Terms—30 days, less 2 per cent. Freight equalized on quarter dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades....	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	....
Hollow Back Scoops	45 and 5	....	45 and 5
Sand Shovels	45 and 5	....	45 and 5
Hollow Back Shovels..............	45 and 5	....	45 and 5
Hollow Back Coal Shovels	45 and 5	....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels......	45 and 5	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.........	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

TINKER TOM'S TALKS.

242

Our 1920 Program

In this space through the coming year we will emphasize the many uses of Galvanized Steel Sheets and feature various formed products now made in Canada from Premier Sheets.

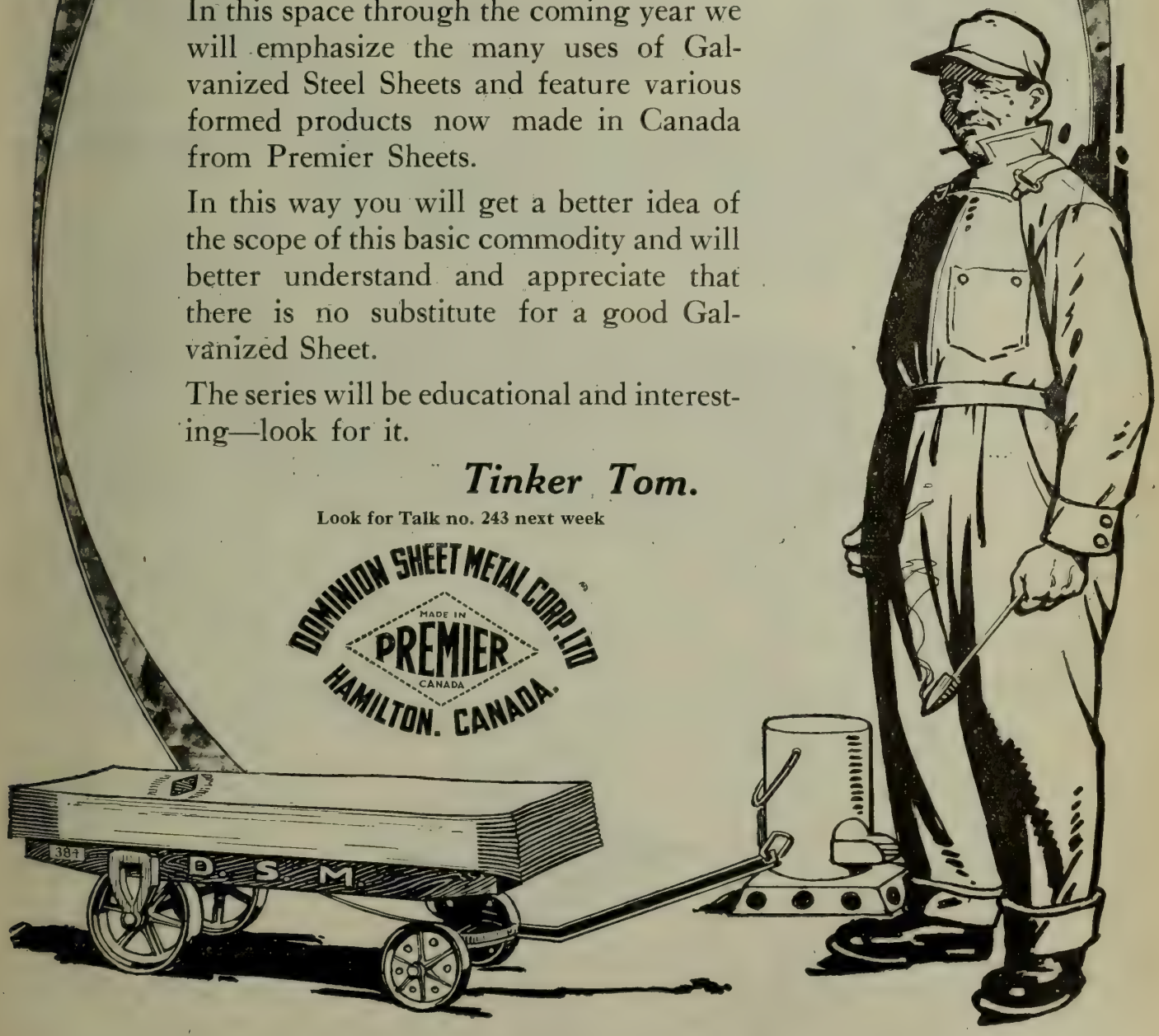
In this way you will get a better idea of the scope of this basic commodity and will better understand and appreciate that there is no substitute for a good Galvanized Sheet.

The series will be educational and interesting—look for it.

Tinker Tom.

Look for Talk no. 243 next week

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $9.50 for 100 lbs.; 5-lb. packages, $9.00 for 10 0lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	08-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1	08-09½
Do., pure	15-17
Imp. green, 100-lb. kegs	17-19
Chrome green, pure	19-35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	10-14½
Indian red, 100-lb. keg	15-20
Indian red, No. 1, 100-lb. kg.	06-17
Lamp black	23-27
Venetian red, best bright	07-09
Venetian red, No. 1	03½-05½
Drop black, pure dry	09½-15
Golden ochre, 10-lb. kegs	08-12
White ochre, 100-lb. kegs	05½-06
White ochre, barrels	04-04½
Yellow ochre, barrels	03½-05½
French ochre, barrels	08-10½
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	02½-04½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE

1 lb. tins—	
Venetian red	28-30
Indian red	30-36
Chrome yellow, pure	53-55
Golden ochre, pure	30-32
French spruce ochre, pure	25-29
Greens, pure	28-38
Siennas	34-36
Umbers	34-36
Ultramarine blue	45-50
Prussian blue	1 00-1 02
Chinese blue	1 00-1 02
Drop black	35-37
Ivory black	0 36
Signwriters' black, pure	38-40
Lampblack	38-40
Marine black, 5-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$7 47½
B-H "White" Enamel	6 90
C.P.C. Albagloss	5 75
Mooramel	7 00
Sunshine, white	5 10
Jasperlac	4 15

GLUE	Per lb.
English sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	.30-35
Hide, 112-lb. bags	35-45
Ground glues, 112-lb. bags—	
English, per lb.	28-30
Canadian, per lb.	22-24
Brantford—	per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	78 10

Discount box glass: Toronto, 20%; London, 20%; Montreal, 15%. Cut size sheet glass, plus 5% to 10%; cash 2%.

GLASS, PLATE Plates from—	Sq. ft. Mont.	Tor'to
1 to 15 feet	1 65	1 65
15 to 25 feet	1 95	1 85
25 to 50 feet	2 15	1 95
50 to 75 feet	2 20	2 20
75 to 90 feet	2 25	2 20
90 to 100 feet	2 30	2 20

Above prices are net, f.o.b. Toronto, London and Montreal. Freight charges and casing extra.

GLAZIERS' POINTS

Zinc coated, $1.44 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$18 00	$18 35
Crown Diamond, pure	18 00	18 35
Green Seal	18 00	18 35
Ramsay's Pure	18 00	18 35
Moore's Pure	18 00	18 35
Tiger, Pure	18 00	18 35
O.P.W. Dec. Pure	18 00	18 60
Red Seal	18 00	18 35
O.P.W. English	18 00	18 35
Elephant Genuine	18 50	18 85

B.B. Genuine Lead, less than tons, ..., Toronto; $20,00, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$12 50	$14 50
Genuine, 100-pound kegs, per cwt.	13 50	15 50
Less quantity	14 75	17 00

F.o.b. Montreal, Toronto.

25s	0 34½	....
10s	0 35	....
5s	0 36	....
2s	....	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$10 75
Smaller lots (cwt.)	11 75

LIUIQD, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	3.50- 7.00

F.o.b. Montreal, Toronto.

MURESCO

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $8.40. F.o.b. Toronto.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis	
Elephant, white	$4 95
Sanitone, white	3 60
Sanitone, colors	3 50
C.P. Co., Pure, white	5 05
C.P. Co., Pure, colors	4 80
B.-H. English, colors	4 80
B.-H. English, white	5 05
B.-H. Fresconette, white	3 60
B.-H. Fresconette, colors	3 50
B.-H. Floor	4 00
B.-H. Porch Floor	4 80
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 00
Crown Diamond, Porch and Gallery Paint, gal.	4 60
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Egyptian Paint, white	4 00
Do., colors	3 85
Moore's Floor Paint	3 75
Moore's Sani-Flat	3 75
Moore's Porch and Deck Paint	4 90
Jamieson's Crown Anchor	4 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	4 00
O.P.W. Flat Wall, white	3 60
O.P.W. Flat Wall, colors	3 50
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 65
Glidden's white	5 05
Glidden's colors	4 86
Martin-Senour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 80
Martin-Senour, Neutone, white	3 60
Martin-Senour, Neutone, colors	3 50
Senour's Floor Paint	4 00
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 00
Sherwin-Williams, porch floor	4 80
Flat Tone, white	3 60
Flat Tone, colors	3 50
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., colors	4 80
Lowe Bros., hard drying floor	4 00
Mellotone, white	3 75
Mellotone, colors	3 60
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 25
Pearcy's Prepared, colors	4 25
Pearcy's Prepared,, white	4 50

Barrett's Everjet Products—

Elastic Carbon Paint—		
Bbl. lots, per gal.	0 65	0 80
½ bbls., gal.	0 70	....
5s and 10s, gal.	0 80	0 95
1s (per case of 1 doz.)	9 50	10 55

Everjet Quick-drying Metal	
Paint, bbls., gal.	0 70
½ bbls., gal.	0 75
5s and 10s, gal.	0 85
Case (12 1's)	10 60
Everjet Black Enamel—	
Crates of 2 doz., 8-oz., doz.	1 35
Crates of 6 doz., 8-oz., doz.	1 25
Crates of 12 doz., 8-oz., doz.	1 20
Crates of 2 doz., 16-oz., doz.	2 25
Crates of 6 doz., 16-oz., doz.	2 10
1-gal. cans, gallon	1 10
5 and 10 gal cans, gal.	1 00
Barrels and ½ bbls., gal.	0 90
Carbosota Liquid—	
Barrels	0 55
Half barrels	0 60
5s and 10s, gal.	0 70
1s (case 12 gallons), case	8 75
Shingle Varnish	8 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	....
In kegs, about 250 lbs.	....
In 50 lb. and 100 lb. drums	....
In 25 lb. drums	....
In 1 lb. packets, 100 lbs. in case	....
In ½ lb. packets, 100 lbs. in case	....

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PITCH

Cwt.	1 20

PUTTY Standard	Montreal	Toronto Less than tons
Bulk, in casks	$6 10	$6 45
Bulk, 100-lb. drums	6 95	7 30
Bulk, 25-lb. drums	7 20	7 55
Bulk, 12½ lb. irons	7 45	7 80
Bladder, in bbls.	5 85	8 20

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.

Pure Putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$11 50
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Gal. jugs	8 30	7 55
Shellac gum—	Per pound	
TN	1 50	2 00
Finest orange	1 75	2 25
Bone dry white	2 00	2 50

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 60
Takoff	3 60
O.P.W. Presto	2 75

Lingerwett	3 24
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz.
B.H.	$1 40
O.P.W.	1 50
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$1.90 gal.; gal tins, $1.57-$2-15.

Depend-on, list	4 60
B.-H. Maritime Spar, list	9 25
Elastic	4 00
Spar subject to discount of 40%.	
Elastilite	4 00
Granitine Floor Finish	4 00
Hydrox Spar	4 15
C.P.C. Sun Varnish	3 [illegible]
C.P.C. Sun Spar	5 18
C.P.C. Sun Waterproof Floor	3 90
Jasperite Interior and Exterior	3 50
Jasperite Pale Hard Oil	2 50
Jasperite Indestructo Floor Varnish	3 50
Jamieson's Copaline	3 75
M-S Marble-Ite Floor	3 91
M-S Wood-Var	3 91
M-S Durable Spar	5 11
M-S Finest Interior	4 36
Elastic Interior	3 14
Mar-not	3 90
Quick Action House	2 65
Rexspar	5 14
Scar-Not	3 84
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 68
Ramsay's 7-20	2 75
Ramsay's Agate Floor	3 05
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	3 65

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 40
Coralite, 5-lb. pkgs., colors	0 40
B.H. Frescota, 5-lb. pkgs., white	7 [illegible]
B.H. Frescota, 5-lb. pkgs., colors	8 40
Perfecto Wall finish, white, 5-lb. pkge., lb.	0 07½
Tints, 5-lb. pkge., lb.	0 08

F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing	$0 21

WHITE

XXX	0 18	XXX	0 19
XX	0 16¾	XX, gra'd	0 17¾
X	0 15¾	XLCR	0 16½
XC	0 13½	X Empire	0 15¼
Japanese	0 13	X Press.	0 14

COLORED

No. 5	0 13¾	Fancy	0 15
No. 1	0 12¾	Lion	0 13½
No. 7	0 11¾	Standard	0 12
No. 1A	0 10¾	Popular	0 10½
No. 1B	0 09¾	Keen	0 09

Above lines subject to trade discount for quantity.

WAX	Per lb.
B.H. Wax	0 45
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 45
Old English	0 64-0 66
Johnson's	0 64-0 66
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2 34

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00

WOOD ALCOHOL	Per gal.
In five gallons	2 70

F.o.b. Montreal, Toronto, London.

Stanley Process

SOLDERS

pure Tin and
pure Lead scientifically alloyed

you will find them
steady repeaters—like

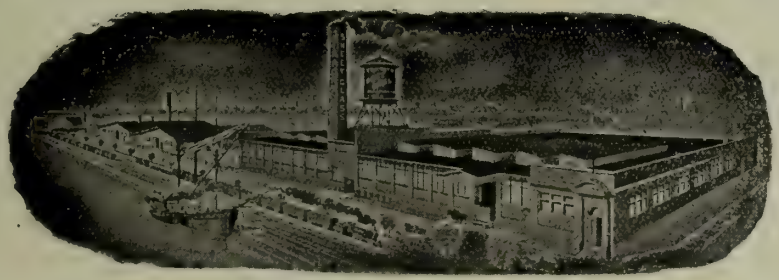
LION ROYAL BABBITT

BABBITTS
SOLDERS
PHOSPHOR TIN
PHOSPHOR COPPER
ETC.
LEAD, COPPER, TIN,
SPELTER, ALUMINUM,
& OTHER METALS

BRITISH SMELTING & REFINING Co. LIMITED.
DRUMMOND BUILDING MONTREAL

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS
DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; bail, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $4.10; C.B. Caps, $5.20; 22 Short Black, $5.90; 22 Long Black, $7.05; 22 Long Rifle Black, $8.25; 22 Short Smokeless, $6.30; 22 Long Smokeless, $8.80; 22 Long Rifle Smoke, less, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regal Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
}	5 00	19	14 00
5	6 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

AXES

Single Bit	$15 50	$16 00
Double Bit	.....	21 50
Broad Axes	.....	55 00

BAR IRON

Bar Iron — $5.00 base; Swedish iron, $8.00; sleigh shoe steel, $5.50; spring steel, $6.00; machinery steel, $8.00.

BARS, CROW. $10.50 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¼c.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 10-10-10% off list.

Standard, 10-10% off list. Extra 10%.

The "double" list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10%; over 6 inch, 7½%; 7-16 inch and larger, 7½%; machine, ⅜ and under, up to 4 inch, 12½%; over 4 inch, net list; 7-16 and over, net list; machine set screws, 40%; plough bolts, 5% on; stove bolts, 50%; shaft bolts, 5% on; tire bolts, 30%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX. Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	42
3 x 3 in.	44
3½ x 3½ in.	46
4 x 4 in.	57
4½ x 4½ in.	84
5 x 5 in.	104

Wrought Steel—

No. 800	20% on list
No. 804	Net list
No, 838	5% on list
No. 840	15% on list

CHAIN

Coil, 3-16 in., $18,50; ¼, $17.00; 5-16 in., $14.25; ⅜ in., $11.25; 7-16 in, $11.00; ½ in., $10.50; 9-16 in, $10.50. Logging, 5-16 in., $15.75; ⅜ in., $12.75; ½ in., $12.00; tie-out, 25%

CHIMNEYS, LAMP

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 60
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

CORD SASH

	Coils or Hanks
8, 9, 10	84c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.48; 10 in., $7.20; 12 in., $8.46.

Conductor pipe, 2 in., per 100 ft., $7.56; 3 in., $9.14; 4 in., $12.06.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 25%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	80%
Nipples 4" and under	70%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$13 95	$19 80
26 to 40	14 85	19 80
41 to 50	17 55	22 50
51 to 60	18 45	22 95
61 to 70	19 35	24 30

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.

Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.		$10 95
28 Am. or 26 Eng.		10 55
26 Am. or 26 Eng.		10 05
24		9 90
22		9 90
18 and 20		9 75
16		9 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set $2 00

Mrs. Pott's No. 50, set 2 15

Mrs. Pott's common and iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Heath's	$13 25
Lightning	13 25

LANTERNS

No. 2, plain	$18 00
No. 25, Dash-board	17 50
Short Globe, doz.	18 00

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	....
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, ton lots, $18.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $13.75; cutter, $13.75.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 60
O-Cedar Polish, No. 3	12 60
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	.....
Star	7 50	8 00

NAILS

Wire f.o.b. Fort William, $5.40 base; Winnipeg, $5.90 base. Cut f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll

1 in. mesh x 24 in.	$6 65
30 in.	8 08
36 in.	9 50

NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, per 100 lb.	$24.00
Clipper, unspun, per 100 lbs.	22.50
Plumbers, per 100 lbs.	12 00

OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Mestro oil, 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 58c.

PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 10	1 20
Cyclone	1 10	1 20
Navy	1 25	1 45
Triumph	1 35	1 50

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 5 13	$ 7 47
⅜ inch	5 27	7 61
½ inch	7 02	8 73
¾ inch	8 62	11 12
1 inch	13 05	16 43
1¼ inch	17 64	22 23
1½ inch	21 06	26 55
2 inch	28 35	35 78
2½ inch	45 99	58 01
3 inch	60 12	75 87
3½ inch	76 50	96 30
4 inch	90 68	113 40
4½ inch	102 60	130 50
5 inch	119 70	152 10
6 inch	155 70	197 10

PLASTER, Paris, per bbl., $5.25.

PLATES, CANADA

18 x 21 per box, ordinary, $8.75; 18 x 24, ordinary, $8.75; 20 x 28, ordinary, $9.

Economy Is a Great Sales Force

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

The Economic Appeal is a powerful force in business to-day. Economy for your customer can also mean good profits for you—no salesman needs argument on that. It may mean larger profits on each sale, or more turnovers per year; what you as a business man want is a constant flow of money with a profit in it to your cash register. Silkstone Flat Wall Colours fill this want exactly. Cheaper than wall paper, more sanitary and longer lasting, it can be washed often and never rubs off.

Silkstone gives a beautiful, soft, silky finish. The economy of Silkstone appeals forcibly to all.

There is something ahead for you; write for our agency proposition.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—

	Doz.
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

Bon Ton—

¼ pints	1 35
½ pints	2 10
Pints	3 25
Quarts	5 10
½ gal.	9 00
Gal.	15 00

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROOFING	1 ply	2 ply	3 ply
Klingon	$2 20	$2 65	$3 10
Winner	2 30	2 80	3 30
Comfort	2 45	3 00	3 60
Induroid	2 80	3 60	4 20

ROPE

Sisal, 25½c base; pure Manila, 32¼c base; British Manila, 29¼c base; lath yarn, 24½c base; African hemp, 29¼c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 38	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 49	9 45
2	0 54	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

30% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $16.

SCREWS

Bright iron round head, 70%; flat head, 72½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.
Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $17.20; D.H., Sqr. Pt., $17.20; L.H. Rd. Pt., $17.20; L.H., Sqr. Pt., $17.20; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 4, $20.00; No. 6, $20.50; No. 8, $21.00.

SNATHS—

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$7 55
12 gauge	7 60
14 gauge	7 65
16 gauge	7 75
18-20 gauge	8 55
22-24 gauge	8 40
26 gauge	8 45
28 gauge	8 55

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, nickeled	$127 20
Household, japannel	......
Superba, nickeled	......

F.O.B. Jobbers' Warehouses, Winnipeg.

SOLDER. Per pound, 37 to 38c.

SPIKES, BOAT

Pressed, ¼ in., $8.30; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

STAPLES

Bright wire, per cwt., $5.65 at Fort William, $6.15 Winnipeg; galvanized staples, $6.55 Fort William, $7.05 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $5.65. Mild, 3-16, ¼, 5-16, $5.50 base; other sizes, $5.50 base. Band steel, $5.75 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$24 25
20 x 33 I.X. box	33 50
20 x 33 I.C. box	28 75
20 x 33 I.X. box	33 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	7 80	4 55
No. 2	4 80	11 55	6 70
No. 3	6 75	15 40	8 90

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 86
Cotton, 3-ply, balls	0 90
Cotton, 4-ply, cones	0 90
Cotton, 4-ply, balls	0 95

VARNISHES—

Stephens' Luminette, gal.	$3 50
Stephens' Exalite, gal.	4 25

WARES, ETC.—

Scotch Grey, 40-12½% discount.

Colonial Imperial, Pearl, 12½% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 30-7½%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list, plus 32%.

Stamped Ware, plain, 30-15% discount.

Stamped Ware, retinned, 20-20% discount.

Pieced Tinware, ordinary, list, plus 64%.

Pieced Tinware, copper bottoms, list, plus 83½%.

Sheet Iron Ware, list, plus, 32%.

Light Galvanized Pails, plus 42½%. Tubs, list, plus 52½%.

Heavy Galvanized Pails and Tubs, plus 41%.

Jap. Coal Hods, list, plus 77%.

Galvanized Coal Hods, list, plus 62%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

WASTE

Cream, Polishing $0 22

WHITE

XXX Extra	$0 21
XX, grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED

Fancy	0 17
Lion	0 15½
Standard	0 14
Popular	0 12½
Keen	0 11

Above lines subject to trade discount for quantity.

WIRE, BARB

Lyman, 4-point, $5.75 Winnipeg; Glidden Cattle, 2-pt., $5.55 Winnipeg; Baker, 2-pt., $5.45 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.25; No. 12, $6.40; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.45.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls; $3.25 per 100 sq. ft.

WIRE, PLAIN

Boles ties, 14 gauge, single loop, $7 Winnipeg; $6.50 Fort William.
Brass snare wire, per lb., 90c.

WIRE, ANNEALED

No. 9, $5.79; 10, $5.81; 12, $5.95; 14, $6.15; 15, $6.30; 16, $6.45 per 100 lbs.

WRENCHES (NUT)

Agricultural—	Doz.
6 inch	$6 00
8 inch	7 20
10 inch	8 40
12 inch	10 80
15 inch	14 40

Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES (PIPE)

Stillson—	Each
6 inch	$1 05
8 inch	1 18
10 inch	1 31
14 inch	1 84
18 inch	2 62
24 inch	3 81
36 inch	7 09

Trimo—	
10 inch	$1 56
14 inch	2 19
18 inch	3 13
24 inch	4 53

Always Ready—	Dozen. Black.	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Exe. $62.55 per dozen. Reliance.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.
WINNIPEG, MANITOBA LIMITED

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

Winnipeg Regina Calgary Vancouver

Narracott & Tynan, Ltd.

MANUFACTURERS' AGENTS

Head Office: Princess St., Winnipeg, Canada

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MEHASCO

Tin and Galvanized Ware

We never did feature a cheap line of this ware, and with the present high prices the people are willing to pay for quality.

Our Aluminum Finished Striped Galvanized Ware tones your stock's appearance, and our Charcoal Plate Tin Ware makes lasting friends.

Our Wash Boiler, with its one-piece cover and hook handles and cold-rolled burnished copper bottom, or all copper, has real class.

Kindly give these lines a hearing through our travellers or send for samples. A small assortment once in stock will make you a steady customer.

Merchants' Hardware Specialties, Limited
Calgary

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

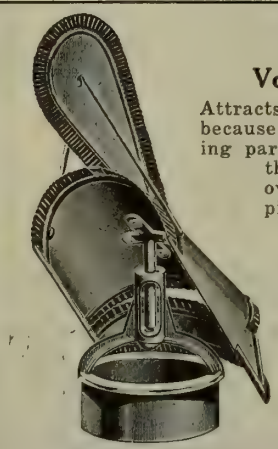
A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



O-Rib-O

Volcano Chimney Top

Attracts the customers and closes sales because the Deflector—the lower slanting part shown—receives wind through the sloped opening directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys. Sells readily for homes, stores, churches, factories and as a ventilator for barns and warehouses.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

HAVE A

Forwarding Agent in Winnipeg

We have a good warehouse here and are in a position to help you give A1 service to your trade in the West.

We will re-pack, sort and re-ship from your stock here, guaranteeing prompt service, or if desired we will solicit and sell your Western customers.

If you are interested, write for particulars. Bank references furnished.

W. R. JAMES & CO.

47 Henry Avenue East - WINNIPEG

Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

If you will do this, you will use HARDWARE AND METAL too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

1869 1919

Golden Jubilee

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Trademark Behind Canada's Largest Wholesale Hardware House

The Convincing Sediment Test Closes Veedol Sales

Ashdown and Veedol Service are Behind Dealers

Not only is Veedol oil better but it is made chemically different from other lubricants. Veedol resists heat and reduces sediment 86%!

Veedol is scientifically advertised so that while its great sales are due to merit, that merit is made widely known. The farmer to-day, with his fleet of trucks, stationary engines and autos is a great Veedol buyer. Veedol is advertised in the leading farm journals, and the dealer is supplied free with compelling "helps" that link his store with all Veedol advertising.

Last year over $2,000,000 in retail profits were realized by Veedol dealers.

Write us To-day.

The J. H. Ashdown Hardware Co., Limited

Calgary Winnipeg Saskatoon

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Plewes Ltd., Winnipeg, Man.

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The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
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Canadian Asbestos Co., Montreal, Que.

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Otterville Mfg. Co., Ltd., Otterville, Ont.

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Barrels, Steel
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Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
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Northern Electric Co., Ltd., Montreal.

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Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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1500 GOOD TOOLS

CHUCKS

A complete line of simple, durable, accurate chucks carried in stock, fitted with any standard shank. They are made entirely of steel and built to stand up under the hardest shop use. Is your stock adequate to care for the requirements of your trade?

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The Stanley Works, New Britain, Conn.

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Walter Woods & Co., Hamilton.

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Spielman Agencies, Montreal.

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Caverhill, Learmont & Co., Montreal.

Bits, Auger
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

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Walter Woods & Co., Hamilton.

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Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

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Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

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Renaud Motor Supply Co., Ltd., Montreal, Que.

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Walter Woods & Co., Ltd., Hamilton.

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Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Adamson Mfg. Co., Hamilton, Ont.

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McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
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Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

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J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

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Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

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Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Economy Foundry Co., Ltd., Winnipeg, Man.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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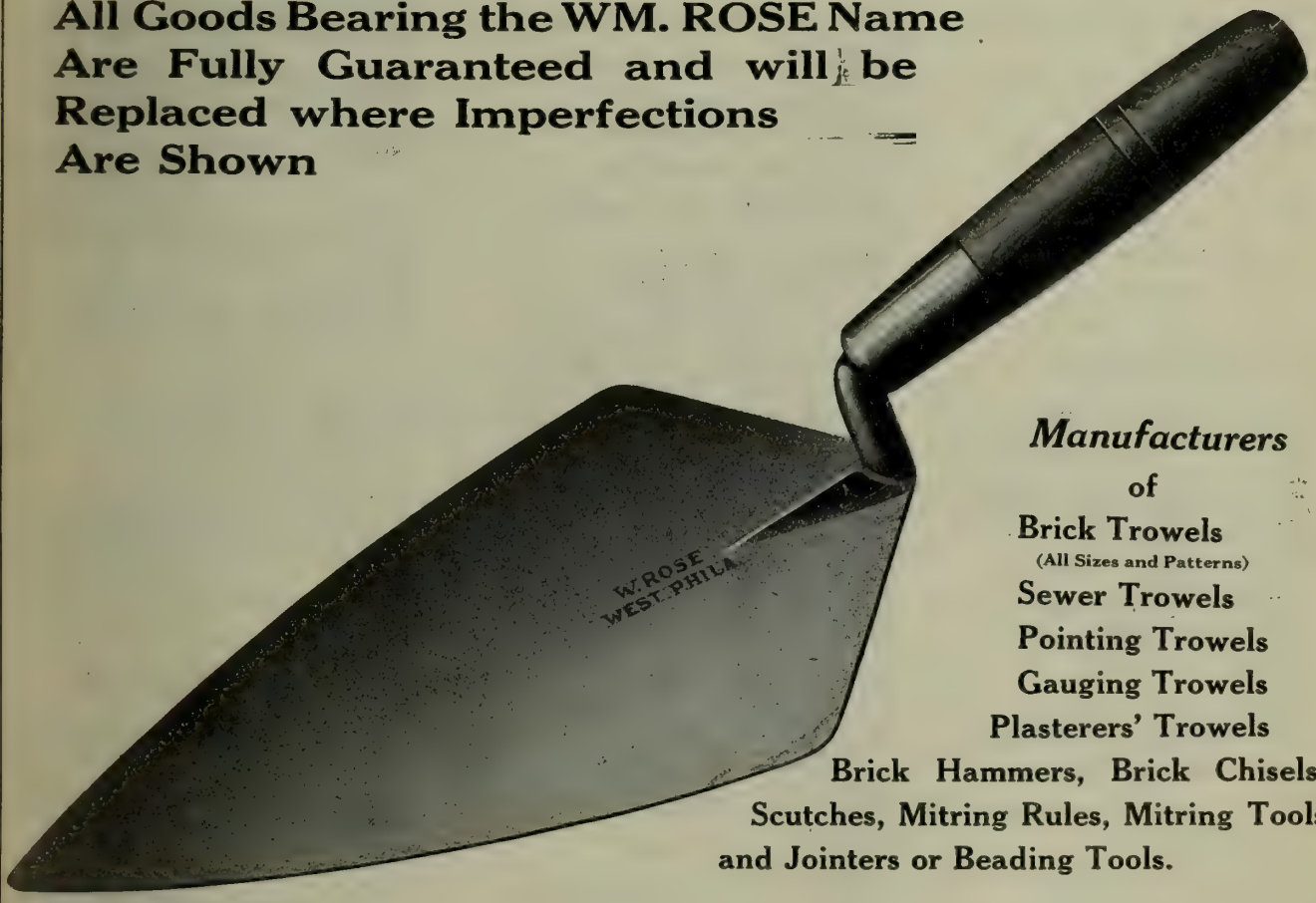

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Wheeler & Bain, Toronto.

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Williams & Co., J. H., Brooklyn, N.Y.

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The A. R. Whittall Can. Co., Ltd., Montreal

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

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Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplers, Belt
Strong Machinery & Supply Co., New York, N.Y.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Williams & Co., J. H. Brooklyn, N.Y.

Creepers, Ice
Churchill Mfg. Co., Inc., Lowell, Mass.

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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
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Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

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Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
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Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

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Adamson Mfg. Co., Hamilton, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

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Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Bordes Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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The Kasement Skrene Dore Co., Toronto.

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The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

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West-Woods, Ltd., Winnipeg, Man.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal.

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Canadian Shovel & Tool Co., Hamilton, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
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Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

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Pedlar People, Limited, Oshawa.
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Wheeler & Bain, Toronto
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Collette Mfg. Co., Wellingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
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Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

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The Can. General Electric Co., Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
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Burgess-Norton Mfg. Co., Geneva, Ill.

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Gregg Mfg. Co., Ltd., Winnipeg, Man.
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Hercules Powder Co., Wilmington, Del.

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Northern Electric Co., Montreal.

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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
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Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates. Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

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The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
E. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass, Art
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co. Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
C. H. Johnson & Sons, Montreal, Que.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

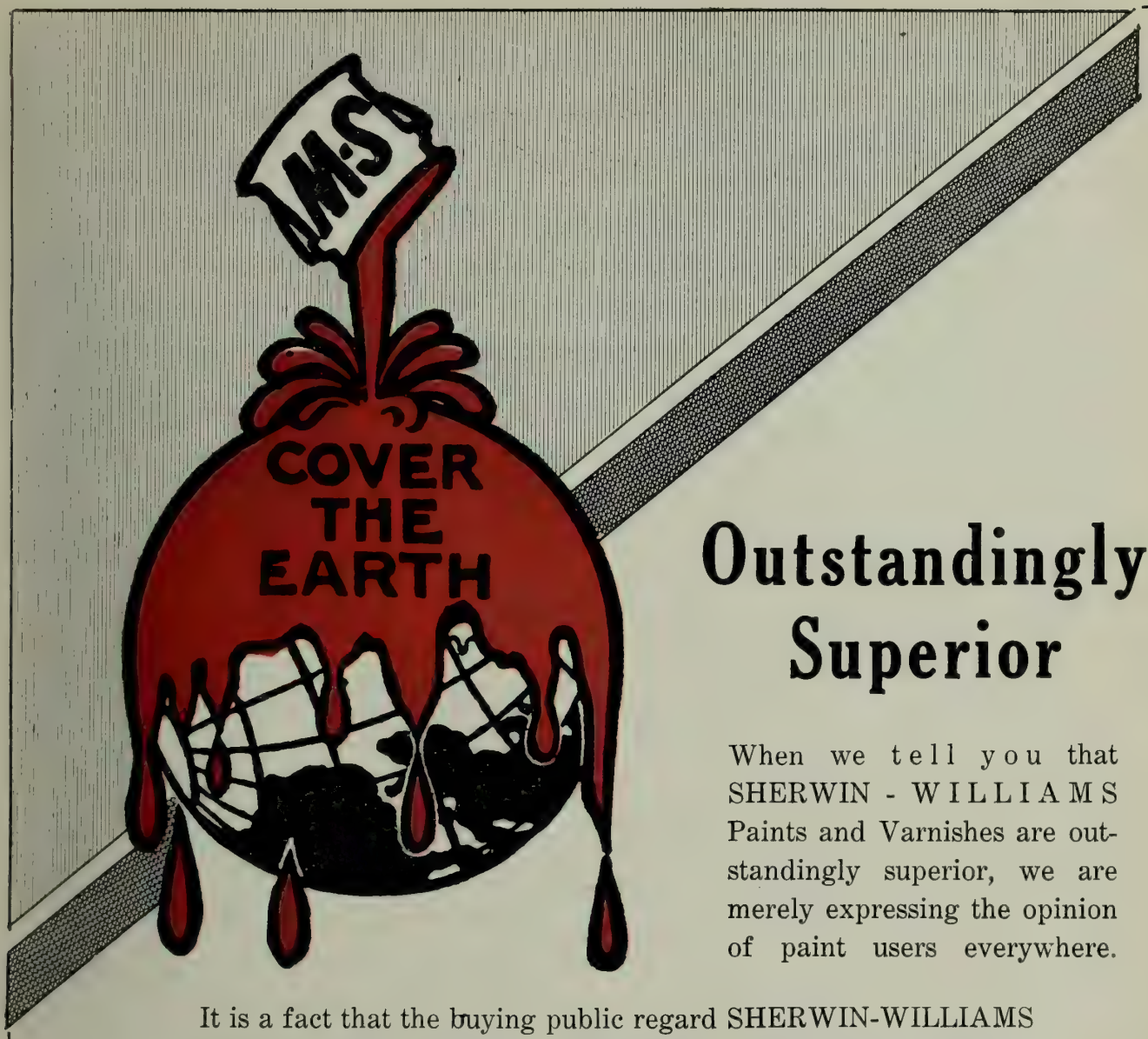
Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Cavenhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.



Outstandingly Superior

When we tell you that SHERWIN - WILLIAMS Paints and Varnishes are outstandingly superior, we are merely expressing the opinion of paint users everywhere.

It is a fact that the buying public regard SHERWIN-WILLIAMS products as the standard of honest value and absolute dependability. Honest value, coupled with intelligent consumer advertising created this customer goodwill. The maintenance of both is building bigger paint and varnish sales for every SHERWIN-WILLIAMS dealer.

It will pay you to consider the S-W agency. A postcard asking for full particulars will receive our immediate attention.

The

SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH AND COLOR MAKERS - LINSEED OIL CRUSHERS

Factories: Montreal, Toronto, Winnipeg, London, Eng.

Offices and Warehouses: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.

Exclusive Agent for Kyanize

KY-AN-IZE

A Line You can Point to with Pride—— and PROFIT

Now's the Time Kyanize Your Business

KY-AN-IZE

From every nook and corner of the continent come reports from Kyanize Agents of the *biggest business* in their history.
Our plans for our new advertising campaign are greater than ever. There's bigger *business* and better *profits* than ever in sight for all Kyanize Agents.
A stronger campaign in the leading magazines backed up by the most effective displays ever produced. All this for *ONE DEALER* in each locality.

Kyanize

KY-AN-IZE

The Business-Building Varnishes and Enamels

The high-grade, quality line that brings a healthy repeat business. Once *sell* a customer Kyanize and he returns *again* and *again* for more.
Our plan makes it a simple matter to *"put over"* the *first sale.* The rest is easy.

We Can Interest You, Mr. Live Dealer

The Kyanize proposition is open to *ONLY ONE* energetic, upstanding dealer in each locality. It's a tried and proven business builder. Just the kind of a proposition for you, if you're that kind of a dealer. Grasp it now, if there's no Kyanize Agent in your town. Write us,—a postal will do,—for full particulars.

DON'T DELAY—do it TODAY

"Do it now and you'll smile too
I know," says Winthrop Wise.
"Business comes by leaps and bounds
When you sell KYANIZE."

SAN FRANCISCO
Warehouse and Office
269 EIGHTH STREET

Boston Varnish Company
EVERETT STATION
Boston, Mass. U. S. A.

CHICAGO
Warehouse and Office
519 W. ROOSEVELT ROAD

CANADIAN DISTRIBUTORS

J. H. Ashdown Hardware Company, Limited — Calgary, Winnipeg, Saskatoon
Bogardus, Wickens, Limited — Vancouver, B.C.
Sturgeons Limited — Toronto, Ont.
Robertson, Foster & Smith, Limited — Saint John, New Brunswick

THE BUYERS' GUIDE

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co. Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
Th Penberthy Injector Co. Ltd., Windsor, Ont

Injectors, Auto-Positive
The Penberthy Injector Co. Ltd., Windsor, Ont

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kalsomine Cleaner
Satinette Products Mfg. Co., The, Toronto, Ont.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Stove, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Acetylene
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Willson, Ltd., Toronto.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

THE BUYERS' GUIDE

Lamps, Nitrogen
North American Hardware Co. Ltd., Montreal, Q.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago,
North American Hardware Co., Ltd., Montreal

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Plewes Ltd., Winnipeg, Man.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont
The Hamilton Stove & Heater Co., Hamilton, Ont
National Hardware Co., Ltd., Orillia, Ont.
White & Coleuhoun, Glasgow, Scotland.

Lock Washers
H Paulin & Co., Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinery Supplies
Williams & Wilson, Ltd., Montreal, Que.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stamping
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oil Storage Systems
Gilbert & Barker Mfg. Co., Springfield, Mass.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

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Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd,, Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 190 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Pliers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Plow Rings
International Malleable Iron Co., Ltd., Guelph.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal Que.
Sabinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pumps, Semi-rotary
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.
Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.
Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.
Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.
Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.
Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.
Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.
Rod ends
J. H. Williams & Co., Brooklyn, N.Y.
Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.
Rods, Straightened
The Graham Nail Works, Toronto.
Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Roofing, Ready
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.
Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Rope Grips
Coleman Fare Box Co., Toronto.
Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.
Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.
Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Sand Paper
United States Sand Paper Co., Williamsport, Pa.
Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Sap Pans
Steel Trough & Machine Co., Ltd., Tweed
Saws, Crosscut and Band
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.
Sawset
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.
Saws, Back
The Crescent Co., Meriden, Conn.
Saws, Compass
The Crescent Co., Meriden, Conn.
Saws, Coping
The Crescent Co., Meriden, Conn.
Saws, Butchers', and Kitchen
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.
Saws, Hack
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Searchlights
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
E. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Snips (Tinner)
Wiebusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1634 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.

THE BUYERS' GUIDE

A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry So., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
ColHins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Stucco Board
Bishop to Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks, Storage
Gilbert & Barker Mfg. Co., Springfield, Mass.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

Tires and Tubes, Automobile and Motor Tr
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal,
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Toboggans
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Store Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

THE BUYERS' GUIDE

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G. Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A Ramsay & Son, Montreal.
R C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd. Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
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Lindlay Bale-Tie Co., Ltd., Hamilton.
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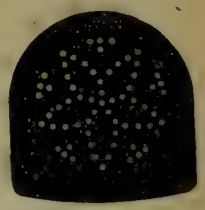

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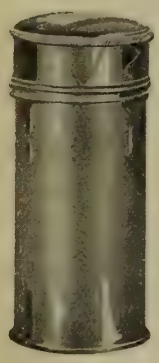

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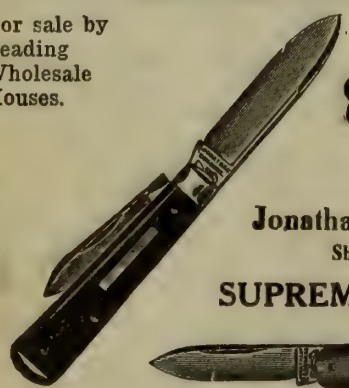

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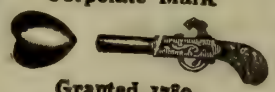

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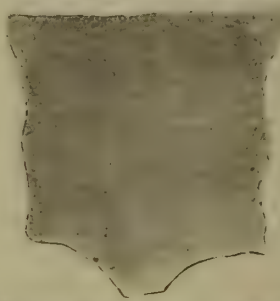

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CANADIANS MUST BE SQUARE

IN the course of an article in January issue of MACLEAN'S MAGAZINE (now on sale), Mr. Lloyd Harris, who was head of the Trade Mission to Great Britain, makes the important statement that "Canada must develop a high standard of commercial morality—she hasn't that standard now." This is a vitally important article, pointing out the tremendous opportunity for profitable trade in Europe that is open to Canada, but at the same time issuing a grave warning as to what we must do, and must not do, if we are to grasp the golden chance.

Mr. Harris shows the opening for permanent trade connections that has come about as the result of war conditions and the "sentimental preference" that Canada now has in Europe—a preference created by the record of our soldiers. His message is one that every Canadian should read—business man or workingman, exporter or laborer.

Other features found in January MACLEAN'S are:

"Politics Under the Shadow"

Dominion politics are summed up by J. K. Munro in his usual pithy and unsparing style. He tells what is happening in Ottawa where the shadow of an impending farmer invasion hangs over everything.

"The Birth of a Labor Party"

Up to the recent election in Ontario, Canada hadn't a real Labor party. As a result of the return of a solid group of Labor candidates, a new party may be said to have been born. J. L. Rutledge gives interesting sketches of the first Labor members.

"The Woman's Court"

Mrs. Arthur Murphy (Janey Canuck), the first woman magistrate to sit on a bench in Canada, tells of the operation of the first Woman's Court.

"A Woman on the Warpath"

Mrs. Nellie McClung, who has figured on the public platform more prominently than any other Canadian woman, tells interestingly of her experiences, particularly with regard to the campaign in Manitoba against the Roblin Government.

Six Bright Stories by Well-Known Authors

The Thread of Flame—By Basil King.
His Majesty's Well-Beloved—By Baroness Orczy.
Spanish Doubloons—By Camilla Kenyon.
The Fall Triumphant—By C. L. M. Brown.
The Empty Chair—By Alice and Claude Askew.
Winning a Post in Fur Land—By Robert E. Pinkerton.

Keep in Touch with the World

The world is being remade in these trying times and the man or woman who would keep up with the march of events, can do no better than read the "Review of Reviews" department in January MACLEAN'S, in which the best and most interesting articles selected from the periodicals of the world are reprinted in condensed form. Look at the list of articles in this department in January MACLEAN'S:

Britain's Supremacy is Threatened
Japan is Fighting For Her Life
Admiral Reveals Vital Secrets
Germany is Still Dangerous
Can Life Be Lengthened?
How Ole Hanson Was Elected
The Diamond Market Cornered
Balking Life's Handicap
Britain Must Remain Strong Military Power
The Song of the Bolsheviks
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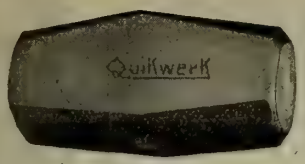

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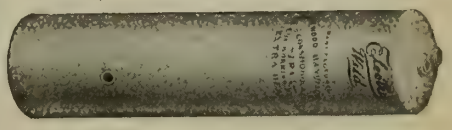

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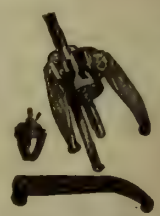

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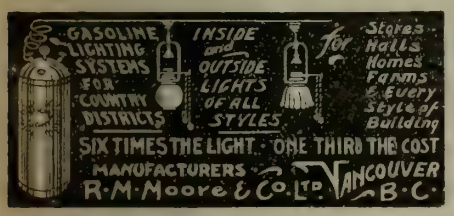

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For Circular of TINOL Solder Products.

GOLDEN OPPORTUNITIES EXIST

Hundreds of hardware merchants throughout the provinces of the Dominion, and located in centres of greatly varying characteristics have made huge successes of selling auto accessory lines. It is always found that where this line of goods is not carried, it is because the matter has received no detailed consideration, but sufficient investigation early proved to the merchants who are now carrying this line with profit that with the general favor of both the buying public and the manufacturer there was little reason for expecting anything different to the result which has been achieved. The present rapid development of the automobile industry is providing golden opportunities for wide-awake merchants.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED—BY RETAIL HARDWARE FIRM in Western Ontario, experienced salesman to sell phonographs and other hardware side lines in town and surrounding country. Must be first-class man and strictly reliable. Give age, salary and references. Box 691, Hardware and Metal.

HARDWARE CLERK WANTED. SALARY $24.00 per week. State age, experience, when and where last employed and how soon could come. F. Y. Brathwaite, Blind River, Ont.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

MISCELLANEOUS

STOVE REPAIRS SUPPLIED FOR GARLANDS, Pen Esthers, Acmes, Crown Hurons, Supremes, Coronas, Renowns, Silver Kings, Grand Ideas, and all kinds of stoves and ranges. For full list and prices write Grundy Bros., Strathroy, Ont.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

SITUATIONS WANTED

SIDE-LINE WANTED BY HARDWARE SALESman with connection over Ontario. Wants substantial line with selling possibilities. Send particulars. Box 670, Hardware and Metal.

HARDWARE SALESMAN—MARRIED, TWENty-six years old, nine years' experience, seeks position with progressive concern. Apply Box 697, Hardware and Metal.

AGENCIES WANTED

DALEY & GORRILL, SUMMERSIDE, P. E. Island, manufacturers' agents, will handle any line that is a profit maker. Correspondence solicited.

HARDWARE man, with office in St. John, N.B., is open to represent good concern. Apply Box 695, Hardware and Metal.

AGENCY—OUR FIRM, MANUFACTURERS OF harnesses in Levis, Que., invites correspondence from manufacturers of staple hardware goods which their travellers, covering the Province of Quebec, could sell to merchants. Strictly first-class references offered. Ferd Cote, Ltd., Levis, Que.

FOR SALE

For sale at reasonable prices, Genuine Swedish Iron Bars, full assortment of sizes. Apply Dillon Crucible Alloys, Ltd., Welland, Ont.

A Proposition Unusual

A hardware business for quick sale in North's most enterprising town. Business established over 20 years and ample room for improvement. Reason for sale will be confidentially explained to those inquirers showing seriousness of intent.

Apply Box 685

Hardware and Metal

FOR SALE—HARDWARE BUSINESS ABOUT $6,000 stock, turnover $18,000; twelve years' established. W. H. Rumball, Victoria Harbor, Ont.

Finding What You Want

IF YOU DON'T FIND what you want in the advertising pages, write "Inquiries Department,"

HARDWARE & METAL

When your customers ask for a trade-marked line and you do not know where it can be procured, write us. We will do our best to get the information for you promptly.

We want you to feel this paper is being published in your interest.

INDEX TO ADVERTISERS

A

Acme Waste Mfg. Co., Ltd. 106
Allen & Co., Ltd., L. B. 111
American Enameled Products Co... 22
American Pad & Textile Co. 31
Ashdown Hardware Co., J. H..... 89

B

Baines & David 112
Barnett Co., G. & H. 83
Berry Bros. 69
Bissett & Webb, Ltd. 111
Boston Varnish Company 98
Bowser Co., Inc., S. F. 73
Brett Co., The 87
British Smelting & Refining Co..... 83
Brown, Boggs Co. 19
Burgess Norton Mfg. Co. 17
Burlington Windsor Blanket Co. 101
Butcher & Co., J. H. 111
Butterfield & Co. 9

C

Cameron & Campbell 110
Canada Cycle & Motor Co. 75
Canada Decalcomania Co., Ltd. ... 111
Canada Metal Co., Ltd. 76
Canada Steel Goods Co., The 3
Can. Foundries & Forgings Co., Ltd 11
Canadian K. K. Co. 23
Canadian National Carbon Co. 79
Canadian Tube & Iron Co. 24
Canadian Veneering Co. 106
Canadian Yale & Towne Co. 23
Can. John Wood Mfg. Co. 109
Caron Bros. 110
Chicago Flexible Shaft Co. 15
Clayton & Lambert 112
Climax Baler Co. 110
Climax Cleaner Mfg. Co., The Inside front cover
Coghlin Co., Ltd., B. J. 109
Collette Mfg. Co. 24
Consumers Cordage Co. 12
Containers Ltd. 106
Cowan Chemical Co., John 110
Crane Limited 106
Crescent Co., The 23
Crookes & Son, Jonathan 106
Crowley, C. R. 111

D

Davidson Mfg. Co., Ltd., Thos. ... 18
Diamond Saw & Stamping Wks. 111
Dominion Cartridge Co. 32
Dominion Metal Co., Limited 111
Dominion Sheet Metal Corp. 81
Doon Twines, Ltd. 111
Dorken Bros., Ltd. 25

E

Evans, W. T. 111
Excelsior Wire Co., Ltd. 110
Evans & Co. 106

F

Frost King Weather Strip Co. ... 110

G

Gendron Mfg. Co. 25
Glidden Co., The 67
Goodell Pratt Co. 91
Gooderham, E. G. 112
Graham Nail Works 101
Greb Co., The 110
Guelph Spring & Axle Co. 111
Gutta Percha & Rubber Co. 19

H

Hamilton Stamp & Stencil Works, Ltd. 111
Hamilton Stove & Heater Co. 6
Howland, Sons & Co., H. S. 1
Hutton & Co., James 107

I

Imperial Bit & Snap Co. 106
Imperial Varnish & Color Co. 77
Ingersoll File Co, Ltd. 22

J

Jacobs Mfg. Co., The 21
James & Co., W. R. 88
Jardine & Co., A. B. 24
Jennings Mfg. Co, Russell 110
Johnson & Sons, C. H. 18

K

Kinzinger, Bruce & Co., Ltd. 111
Korn Razor Mfg. Co., Geo. W. .. 25

L

Laidlaw Bale & Tie Co. 24
Lamplough, F. W. 110-111
Landers, Frary & Clark 2
Large Pike Thermometer Co., The .. 109
Leslie & Co., Ltd., A. C. 34
London Rolling Mills Co. 31
Lufkin Rule Co. of Canada, Ltd. .. 113
Lundy, A. R. 23
Lyman Tube & Supply Co. 69

M

Macfarlane & Co., Ltd., A. 5
Manitoba Steel & Iron Corp. 87
Martin Co., The L. 107
McClary Mfg. Co. 4
McArthur & Co., Alex. 101
R. McDougall Co. 25
Meakins & Sons 34
Megantic Broom Co. 25
Merchant Hardware Specialties, Ltd 87
Mica Co., of Canada, Ltd. 111
Miller's Falls Co. .....Back cover
Moore & Co., R M. 11
Moore & Co., Ltd., Benjamin 65
Morrison Brass Co., James 19
Myers & Bro., F. E. 31
Myers Co., C. A. 111

N

Nagle & Co., H 26
Narracott & Tynan 87
National Electric Heating Co 16
National Stamping & Electric Wks.. 17
Nineteen Hundred Washer Co. 16
Nicholson File Co. .....Front cover
North Bros. Mfg. Co. 20
Northern Bolt, Screw & Wire Co. Ltd. 26
Nova Scotia Steel Co. 31

O

Oakey & Sons, John 107
O-Rib-O Mfg. Co. 84
Ottawa Paint Works, Ltd. ..... Inside back cover
Ottawa Trading Co. 28
Otterville Mfg. Co. 107
Owen Sound Steel Press Works ... 107
Owen Sound Wire Fence Co. 111
Owl Metal Co., Ltd. 110

P

Parmenter, Bulloch & Co. 26
Peterborough Canoe Co. 111
Penberthy Injector Co. 13
Pink & Co., Thos. 26
Prairie City Oil Co. 88
Progressive Mfg. Co. 109

R

Ramsay & Son, A. 71
Reed & Co., Geo. W. 27
Reed & Coombs 111
Renaud Motor Supply Co. 27

S

St. Mary's Wood Specialty Co. 111
Samuels, J. 107
Sharratt & Newth 22
Sherwin-Williams Co., of Can., Ltd 97
Shurly Co., T. F. 29
Simms & Co., T. S. 73
Simonds Canada Saw Co., Montreal 28
Specialty Mfg Co. 107
Speilman Agencies 109
Stephens Co., G. F. 85
Still Mfg. Co., J. H. 29
Starrett Co., L S. 8
Stover Mfg. & Engine Co. 29
Sturgeon's Limited 109

T

Tallman Brass & Metal Co. 29
Taylor-Forbes Co., Ltd. 21
Toronto Plate Glass Importing Co. . 83
Trimont Mfg. Co. 28
Samuel Trees & Co. 14
Turner & Sons, J. J. 109

U

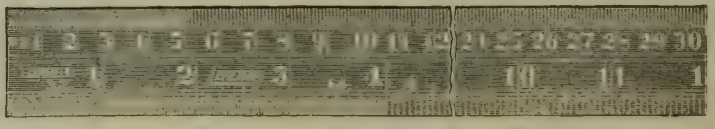
Union Iron & Metal Co. 28
United States Sand Paper Co. ... 27
United Brass Founders & Engineers, Ltd. 20

V

Vol-Peek Mfg. Co. 26

W

Warren Forge & Tool Co. 109
Weaver Beach Co. 110
Western Wire & Nail Co. 110
Wiebusch & Hilger, Ltd. 93
Wilckes-Martin-Wilckes Co. 111
Whittall Can Co., A. R. 95
Wilkins Co., Geo. H. 111
Wilkinson & Kompass 106
Williams & Co., J. H. 14
Wilt Twist Drill Co., of Can, Ltd 7
Woods & Co., Walter 25
Wostenholm & Son, Geo. 5
Wrought Washer Co. 22



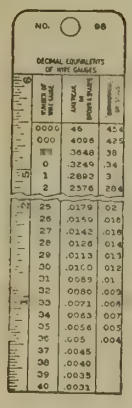
LUFKIN MECHANICS' SCALES

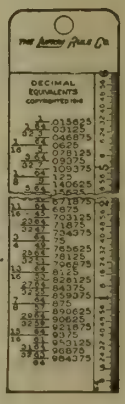
ACCURATE

FULL LINE

All standard patterns, also combination Steel Scales and Handy Reference Tables of Decimal Equivalents of Fraction and Wire Gauges, Tap and Drill Sizes, etc.

STOCK OUR LINE AND YOU CAN MEET ALL REQUIREMENTS





THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

"Paints and Varnishes for Every Purpose"

A

is for "Agency," the first step toward O. P. W. Prosperity

An O.P.W. Agency Links Service With Profits

An O.P.W. agency means "team-work" —means organized, systematic building of your business, both present and future. First, with O.P.W. you are selling a line so perfectly manufactured that it cannot be excelled and rarely equalled. Select raw materials made by superior methods into faultless paints and varnishes, every sale of which gives satisfaction that builds your sales and insures your future.

Secondly, O.P.W. service, through good consumer advertising in magazines such as "MacLean's," "Farmers'" and others, finds the prospects in your locality, cultivates them and brings them to your counter, thus linking organized service to the profits in your sales.

Send Your Name and Address on a Postcard for Proof that an O.P.W. agency will Pay you

Ottawa Paint Works, Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

Millers Falls Leaders

HERE are five leaders out of the many tools we make. Back in the beginning, these tools had a leadership that came from their being new inventions or improvements. And down through the years they have held this leadership from constant improvement in design and never-failing adherence to the Millers Falls standards of tool-making.

Advertising is making this leadership more conspicuous than ever. And no dealer can justify a tool department that doesn't include every one.

Show all these tools in your window and have your salesmen push them so that your store will benefit to the utmost by our national advertising. It is the one sure way to tool-selling success.

Millers Falls Company

"Toolmakers to the Master Mechanic"

MILLERS FALLS, MASS.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware Metal

Vol. XXXII
No. 4

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA

JANUARY 24
1920

FILE COPY

CARMOTE FLOOR VARNISH

Clear and With Stain Combined

THE ORIGINAL AND FIRST COLORED VARNISH EVER PRODUCED

Formerly Called Campbell's Varnish Stain

An Old and Famous Product In a New Dress

A strictly high grade, transparent varnish of extreme toughness and elasticity for finishing **floors, furniture** and **interior surfaces.** Made in Clear Varnish and the following colors: CHERRY, WALNUT, MAHOGANY, ROSEWOOD, DARK MAHOGANY, LIGHT OAK, DARK OAK, GOLDEN OAK, GREEN. Put up in gallon, half-gallon, quart, pint, ½ pint and ¼ pint cans.

Also a complete line of CARMOTE FINISHES, including:
CARMOTE WHITE ENAMEL, CARMOTE LINOLEUM VARNISH, CARMOTE WIRE SCREEN BLACK, CARMOTE STOVE PIPE ENAMEL, CARMOTE PIAZZA CHAIR PAINT.

FOR 1920 SEASON we offer to our agents a complete new line of Store Advertising, lithographed in eight colors, comprising Signs, Window Trims, Counter Display Stands, Show Cards, etc.

OUR NEW POLICY IS: One Agent in a Locality and
Selling Helps to Build his Account.

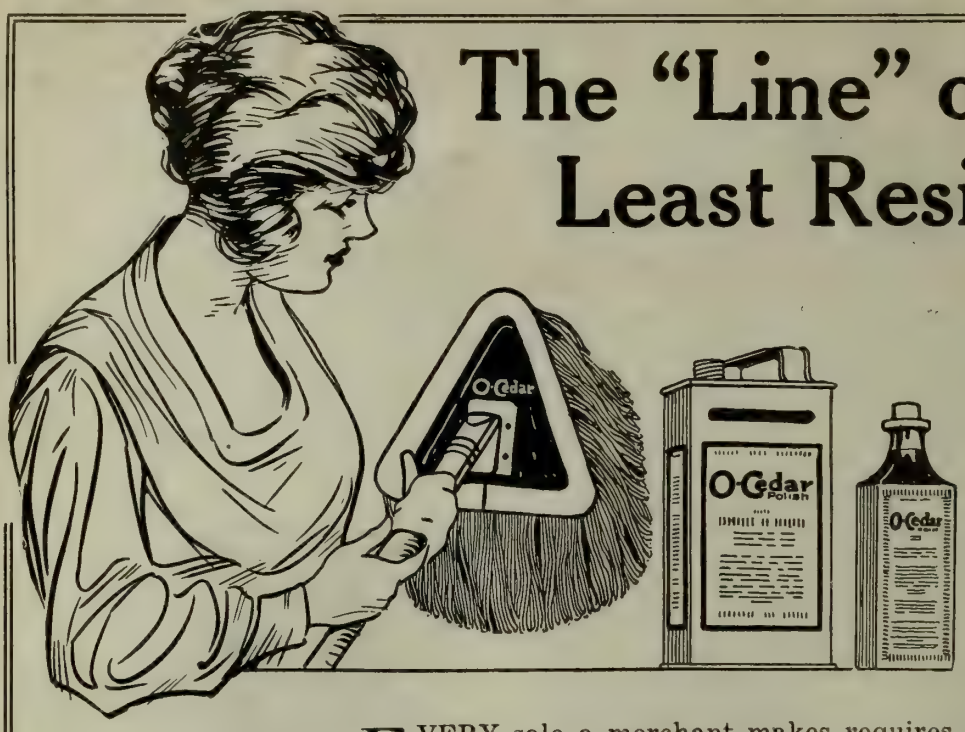
GENEROUS ADVERTISING placed in Local Papers with Agent's name appearing in each advertisement.

Write to-day for our Dealer's Folder giving complete Sole Agency Proposition for these products for 1920 season.

Manufactured by
CARPENTER-MORTON CO.
BOSTON, - MASS.

Distributed by
A. RAMSAY & SON CO.
MONTREAL - CANADA

The "Line" of Least Resistance



EVERY sale a merchant makes requires **some** effort. The **amount** of effort is dependent upon the **resistance** offered by purchasers toward the article sold.

Dealers who apply modern merchandising methods to their selling, find that the O-Cedar line is one of those that go a long way on little effort. Among polishes and mops, the O-Cedar line is acknowledged to be the "line of least resistance."

We make each bottle of the Polish, and each Mop, so good that the consumer's satisfaction is assured. The ever-increasing sale of these products furnishes ample evidence that they do give satisfaction—and that the good-will of our distributors and of the public rests upon the firm foundation of Quality.

Any energy you may put into the selling of O-Cedar Products will be rewarded by a splendid sale, with profits so good as to constitute a tangible reward for your effort.

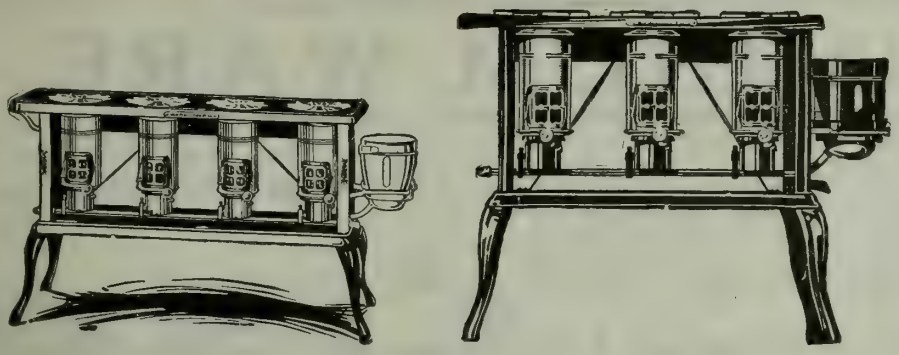
Put this to the test—by mentioning O-Cedar in your advertisements, by featuring O-Cedar in your windows—by telling your customers they can use O-Cedar to advantage in beautifying their homes.

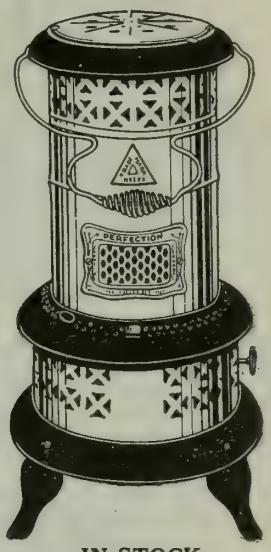
The response that such methods will bring must convince you that the O-Cedar line is indeed "the line of least resistance."

O-Cedar Polish

Channell Chemical Co., Limited
369 Sorauren Avenue, Toronto

HARDWARE AND METAL, January 24, 1920. Volume XXXII., No. 4. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.





Book Perfection Cook Stoves for Spring. Sort your stock of Perfection Heaters.

IN STOCK
Nos. 520, 525, 530, & 630

The Kerosene Idea

has taken hold of rural Canada much the same as the electrical and gas ideas got the city people. This has been brought about very largely by the **efficiency of Perfection Stoves and Heaters** combined with the growing desire of the rural people to overcome the inconveniences of rural living and to lessen the attractiveness of the city for their young folk.

You can further this idea by getting your stock of Perfection Stoves in early and putting them on display. Now is the time to book your order for two, three and four-burner Perfection Stoves.

Write for prices and request to have our representative call.

Sort up your Perfection Oil Heater stock.
We have all sizes and styles.

Rice Lewis *and* Son, Limited

VICTORIA STREET TORONTO

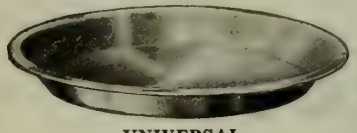
UNIVERSAL ALUMINUM WARE

UNIVERSAL Aluminum Ware is new in design—new in quality—concepts—new in sanitary features—new in selling possibilities.

Every utensil a strictly quality product

A Few Features of Universal Betterness

Bodies of pots, pans and kettles are gracefully formed, seamless and leak-proof. No sharp angles, cracks or crevices to collect dirt, grease or grime.
Extra large, extra strong, close-fitting beads.
Handles doubly braced for double strength—made of cold rolled steel, heavily tinned.
Bails stand at any angle away from the heated vessel.
Ears with straight edges easy to keep clean—made of cold rolled steel.
Pure aluminum spouts welded to bodies.
Three sizes of knobs, a UNIVERSAL refinement, and having the white line of distinction.



UNIVERSAL
DEEP PIE PLATE
No. 5710

UNIVERSAL
CONVEX KETTLE
No. 156

UNIVERSAL
DAIRY PAN
No. 412.

UNIVERSAL
TEA KETTLE
No. 265

Every Utensil Bears the Stamp

The Trade Mark known

UNIVERSAL

in Every Home

UNIVERSAL
DOUBLE BOILER
No. 232

The stamp of satisfaction that has become so well-known to every housewife using one or more appliances bearing this trade mark.
UNIVERSAL Aluminum Ware is being nationally advertised. Your local customers will respond to the advertised betterness of UNIVERSAL utensils. They will ask for the goods. Don't let them ask in vain.
This line is backed by a merchandising policy as liberal and clean as the ware is sound.

Canadian Representative: A. MACFARLANE & CO., Montreal, Quebec

LANDERS, FRARY & CLARK

NEW BRITAIN **CONNECTICUT**

Hank Gowdy Back in the Game

Sends for the old favorite D&M Sport Goods

Draper-Maynard Co., Plymouth, N. H.

Gentlemen. As I am now back from the other side, and ready to play baseball again, I need an outfit. Please send at once one mask, one protector, one mitt, and one pair shin guards, to Braves' Field, Boston, Mass.

Yours truly,
(Signed) HANK GOWDY.

D&M

Users of **D & M** "Lucky Dog" Goods **always** come back. Push **D & M** and build up a clientele of **steady repeaters.**

If you haven't the latest D & M Dealers' Prices and Catalogue, please advise us.

THE DRAPER-MAYNARD COMPANY, PLYMOUTH, N. H.

We carry a full line of

D & M

BASE BALL GOODS

SPRING AND SUMMER

1920

Base Ball Goods

Fielders' Gloves

Basemen's Mitts

Masks

Base Balls Sundries

"Official" Base Balls

Catchers' Mitts

Bats

MAIL ORDERS When sent to us WILL MAKE YOU MONEY

We are quick Shippers

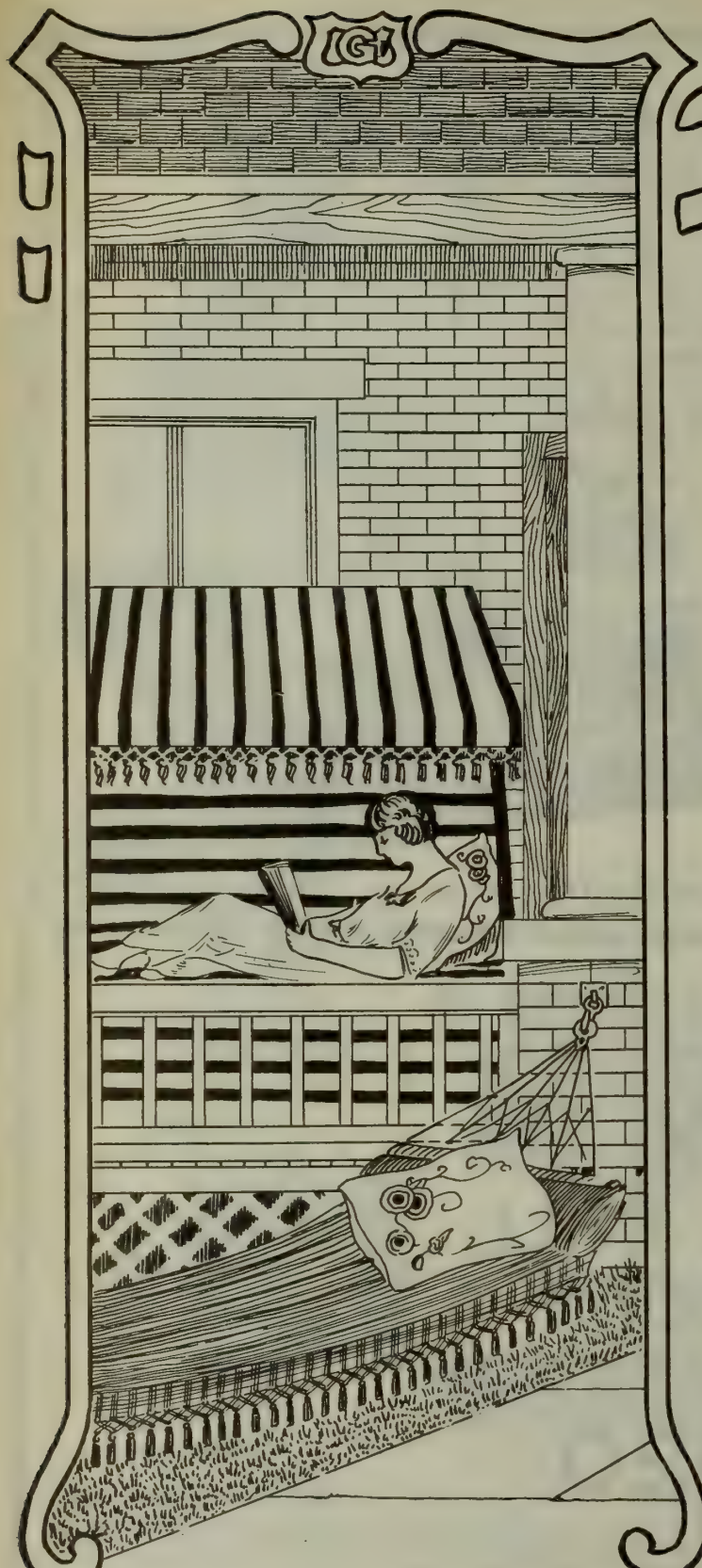
We have the goods and we give the service

If you have not already received Copy of Catalogue advise us and we will gladly send one promptly

Wholesale Hardware and Sporting Goods

Automobile Supplies

LEWIS BROS., LIMITED, MONTREAL



Actual Performance Is a Good Guide

Galt Couch Hammocks

Increased 150% Over Last Year's Sales

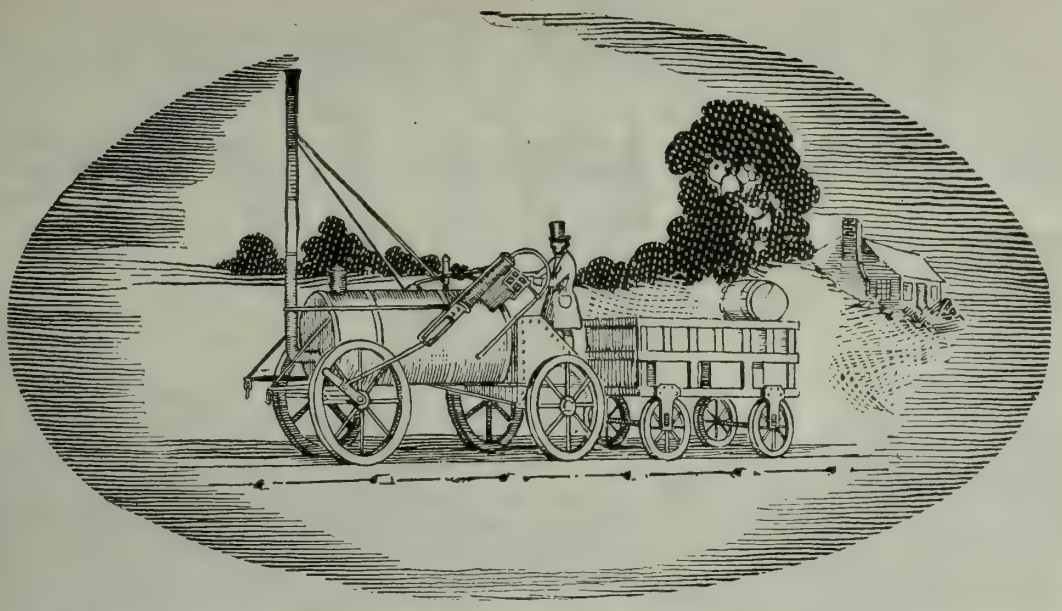
Here's a line with exclusive, handsome designs that carry the vacation feeling right to your customers as soon as they see them. Still better, they go at prices your competitors can't touch.

There is a very strong inference for your consideration in the 150% increase of sales. Sales will be greater this Spring and Summer.

Order Early

The Galt Robe Co.

Galt, Ontario



WHEN CARS WERE FIRST PROPELLED BY STEAM

TO Dick Trevithick, a Cornish miner, belongs the honor of inventing the first successful locomotive. But because George Stephenson of Newcastle, England, was a successful builder and operator of a railway, as well as an inventor of a locomotive, he has been generally credited with the original invention.

Railway construction always requires rope. Thousands of tons have entered into the building and maintenance of the railways of America.

Six years before the first railway was opened in England, the Plymouth Cordage Company began making rope, and because the world needed good rope, rope that could be trusted, every additional mile of trackage opened up new markets, new demands for the products from Plymouth. Thus step by step with the growth of the world's railways the Plymouth Cordage Company has grown until today it is the largest manufacturer of good rope in the world.

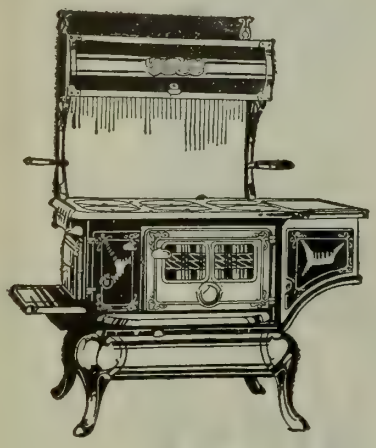
PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

PLYMOUTH TRADE MARK 1824

PLYMOUTH ROPE

No.5

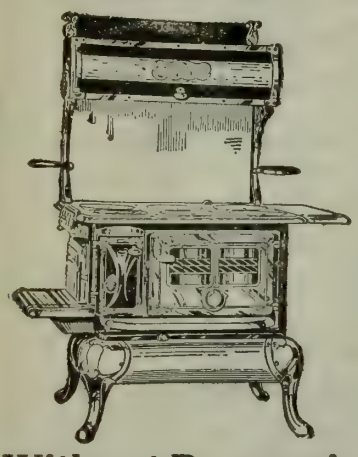
Souvenir Ranges and New Idea Furnaces



With Reservoir

The above Souvenir Range is of a new and pleasing pattern. Is a perfect baker—has a glass oven door enabling the user to see the baking in operation. Thermometer tells oven heat at all times. Finished with white enamel, pipe up the back. Has a water reservoir.

This Range can be had with or without warming closet.



Without Reservoir

This Souvenir Range will give continuous satisfactory service to its owner. A range that can be depended on all the time for even heating and consistent baking.

This range is a popular seller and is moderately priced so as to be within the reach of all.

Favorites for 75 years with Dealer and Consumer.

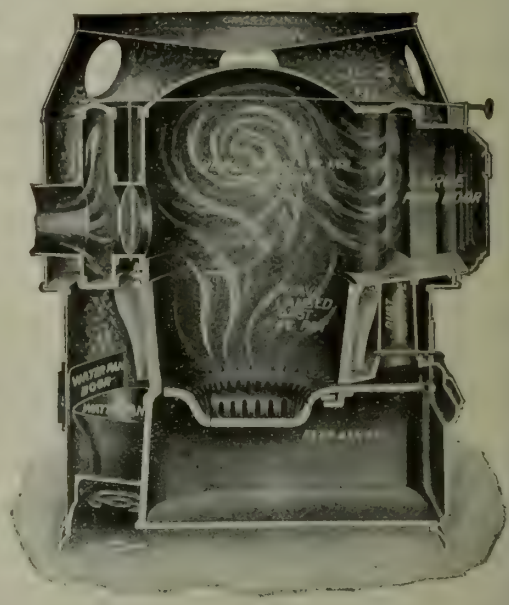
Merchants handling stoves and furnaces select their stock with certain facts in view. They want to please customers, to sell a guaranteed article and to be assured a good profit on the transaction.

Our stoves and ranges are easy to sell. They are the result of years devoted to perfecting them scientifically. You can honestly acclaim their superior qualities to your customers. Souvenir Stoves and New Idea Furnaces are economical with fuel and their heating qualities fill every demand. The deep ash pit and duplex grates of the furnace make it easy to operate and keep clean. The stoves are compact and attractive, with nickel trimmings, daylight ovens with thermometers attached, and are perfect cookers and bakers.

Dealers with shrewd, sound judgment appreciate the merits of the goods we make. No claims are made for them which cannot be substantiated. They allow you a generous margin of profit and every sale you make brings increased custom and confidence to your store.

Prices and catalogue will be sent on request, or if you prefer one of our travellers will call.

New Idea Warm Air Furnace



This furnace is a perfect heating unit. The fire pot, made in one piece with deep flanges, adds one-third more heating surface. Economy in fuel consumption provided for by New Idea Duplex Grates (patented) which take care of any sized clinkers. Extra large ash pit prevents ashes banking and burning out grates. New Idea Furnaces are guaranteed for five years.

Made in 7 sizes to suit every description of building.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Mr. F. C. Moore, 143½ Higgins Ave., Winnipeg
Mr. W. G. Chester, Hamilton St., Vancouver

WILT

"Where there's a WILT—there's the Way"

WILT

High Speed and Carbon Twist Drills

Reamers and Milling Cutters

Unusual Drills Backed by Unusual Prices

Every Hardware Dealer should investigate the unusual qualities of

WILT DRILLS, REAMERS AND MILLING CUTTERS

and the broad general policies we have adopted in the marketing of all **Wilt Products.**

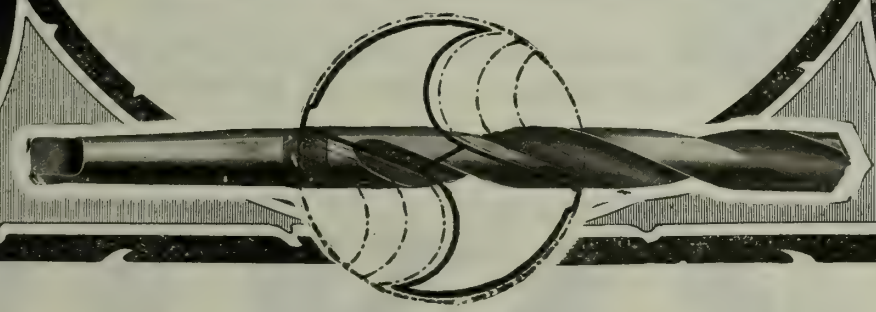
WILT DRILLS, REAMERS AND MILLING CUTTERS

have stood the test of all conditions. They are here to stay. Their popularity among mechanics makes that a certainty. There will be no dissatisfaction among your customers using

WILT DRILLS, REAMERS AND MILLING CUTTERS

if it's in our power to prevent it, and you, too, will be pleased with the splendid profits you can make selling **Wilt Products. Investigate.**

WHERE THERE'S A WILT---THERE'S THE WAY

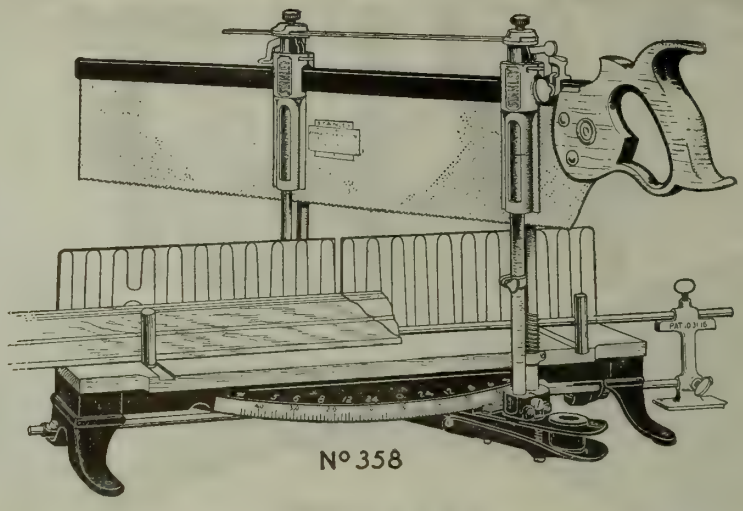


WILT TWIST DRILL CO.
OF CANADA LIMITED

WALKERVILLE - - - ONTARIO

LONDON OFFICE: Wilt Twist Drill Agency, Moor gate Hall, Finsbury Pavement, London, E.C. 2, Eng.

Stanley Tools



Stanley Mitre Boxes

STRONG—DURABLE—ACCURATE

A FEW STRIKING FEATURES:

Saw is held above work when not in use.

Swivel is automatically locked at any angle.

Two sockets in swivel for use of long or short saw.

Narrow opening in back of frame, especially adapted for small work.

Steel rod uprights for saw guides.

Uprights adjustable for saws of varying thickness and for those that run out of true.

Stock guides for holding work in place.

Extra wide range of work—will saw an angle of 30 degrees.

One-piece frame with detachable malleable iron legs.

Construction thoroughly mechanical; all parts interchangeable and readily replaced if lost.

Quickly and easily put together or taken apart for carrying.

Note the patented "Length Gauge," a new and particularly useful device.

A specially made back saw furnished with each box.

Every mechanic that visits your store will be interested in this up-to-date mitre box.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representative:

A. Macfarlane & Co, Ltd. - Montreal, P.Q.

A·G·M·CO
VIKO
ALUMINUM

Triumphant through strength was the Viking of old. And triumphant through strength is Viko, the Popular Aluminum Ware. The metal of which it is made is rolled repeatedly under tremendous pressure to insure its freedom from defects. A profitable ware to handle.

ASK YOUR JOBBER

Tea Kettle—One of the many Viko utensils

VIKO

The Popular ALUMINUM

Real Protection

For the dealer and consumer is behind DOWSWELL-LEES Products

It represents 30 years of producing washing machines and wringers in large quantities with skilled workmen —the best machinery and efficient management — a combination that offers you the best value in home laundry equipment.

Our assortment embraces only machines of established reputation — mechanically correct and durably finished — a line to meet the requirements of every family.

Arrow Brand Wringers

Your nearest jobber handles and recommends them, and stocks are carried by us in Hamilton and Montreal.

THE

SEAFOAM

Electric Washer and Wringer. Convenient to operate---Absolutely safe.

Wrings while it washes, washes while it wrings.

DOWSWELL, LEES & CO. LTD.

HAMILTON, CANADA

Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers.

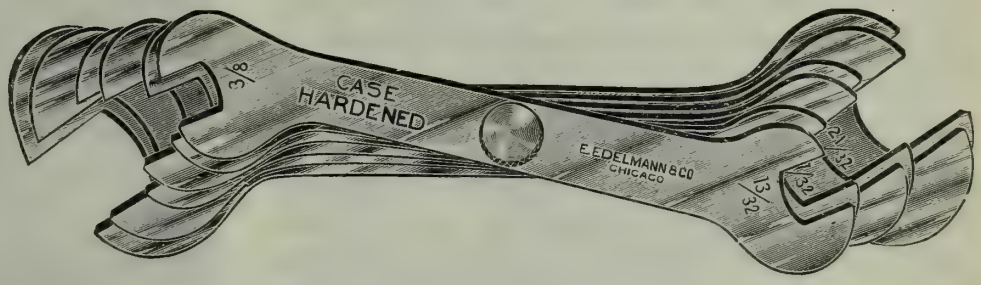
Western Representative:
HARRY F. MOULDEN & SONS
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

Quick Sales

For This Team Work Combination

One of the Edelmann Products



This Display Sells a Popular Product While You Are Busy

Customers sell themselves from this strikingly handsome, lithographed display stand. Supplied free with a unit package of 15 Sexto-Rench Sets.

The stand contains 15 of these clever, distinctively thin (1/10″ thick) wrenches. Six double-end wrenches—12 different sizes, all highly nickel-plated. Wanted on sight by every auto owner, motorcycle, bicycle, sewing machine and many other machine owners.

In: 7-32″, 9-32″, 11-32″, 13-32″, 15-32″, 17-32″, ¼″, 5-16″, ⅜″, 7-16″, ½″, 9-16″ sizes.

Held together, when not in use, by knurled thumb-screw—all in a handsome box.

Absolutely Guaranteed

E. Edelmann & Company

CHICAGO **U.S.A.**

Manufacturers of

"Breaknot" Hydrometer,
4-in-1 Screw Drivers,
Hand Wrench Set.

Jumbo Grease Guns
3-in-1 Screw Drivers
Perfect Coupling Assortment
Leaknot Air Chuck, etc.

Gem Grease Guns
Han-d Hammers
No. 312 Cut Outs

Ask Your Jobber.

Don't Try to Cut too Fast

Hack Saws, like men, can work only about so fast and be efficient.

Trying to cut the cost per cut by simply running the saw faster almost invariably results in just the opposite. Excess speed with a hack saw heats the blade and draws the temper. The likelihood of the teeth dragging on the return stroke is increased and if the teeth strike a soft spot in the work, and "dig in," they're almost sure to strip.

To cut down the cost of your hack saw work, select a good make of saw—most machinists prefer Starrett blades. Be sure that you are using the right blade for the particular work you have to do. Regulate your weight properly, flood the work with lubricant, and most of your troubles will vanish.

The Starrett Hack Saw Chart saves a lot of time and trouble wherever it's used. If you haven't a copy, your dealer will supply you or a copy will be mailed on request.

Ask for Catalog No. 21 also.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASSACHUSETTS
NEW YORK LONDON CHICAGO

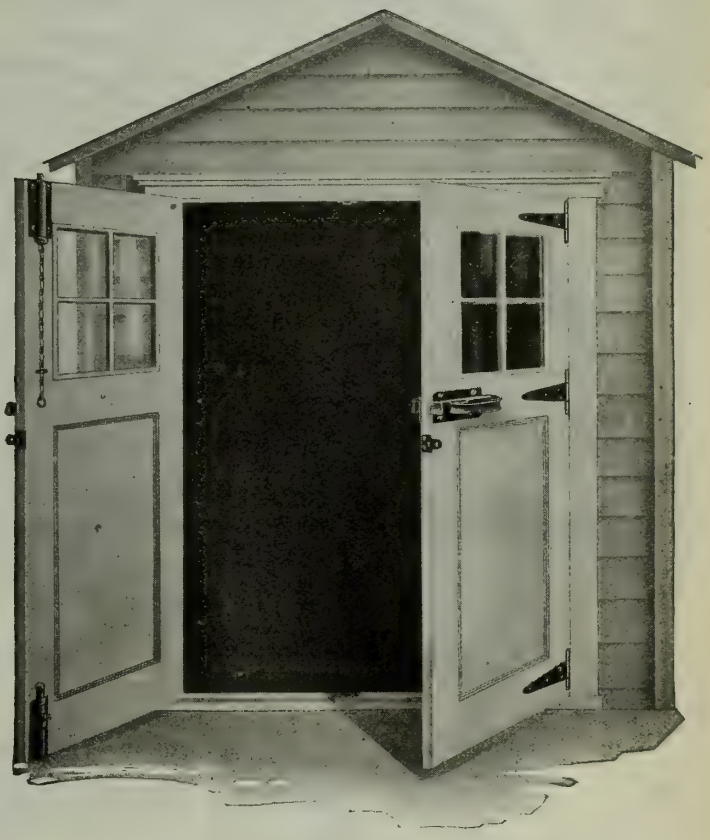
Starrett Hack Saws

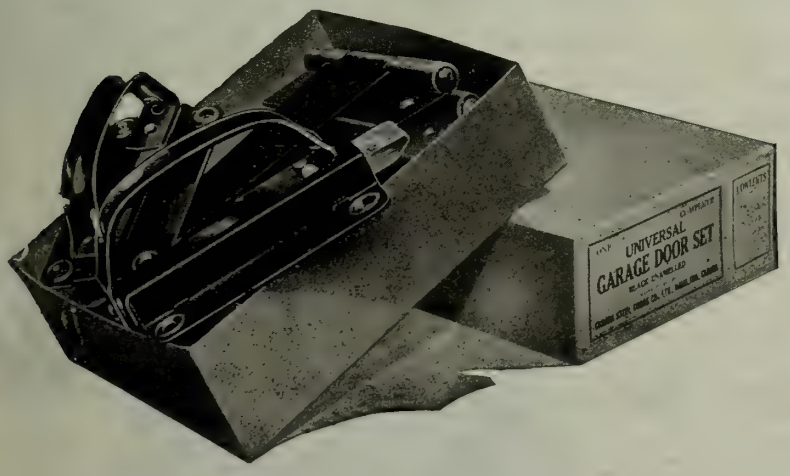
Universal Garage Sets

For the nearly 500,000 autos in Canada

The auto situation points a welcome moral to every hardwareman. With production unable to keep pace with the sales of autos, it takes little reasoning to see the wisdom of stocking Garage Sets for the garages needed to house the ever-increasing number of cars.

The Universal Garage Set fills the bill for you—small investment, quick turnover and good profit.





Packed to help you give good service

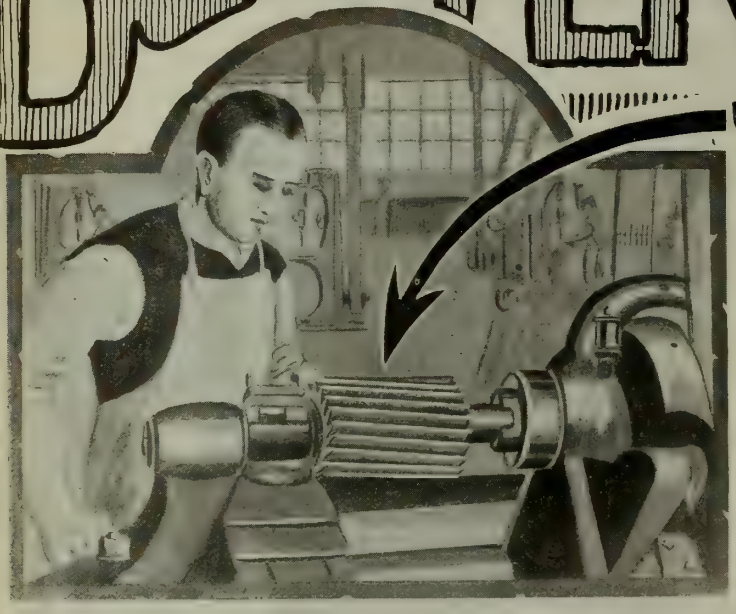
3—Pair 8-inch Japanned Extra Heavy Tee Hinges.
1—No. 1055 x 6-inch Wrought Steel Chain Bolt.
1—No. 1056 x 6-inch Wrought Steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch.

In a neat, strong box as shown, complete with proper sized screws. This set includes our famous No. 1240 latch, the most efficient and best selling latch on the market. The set weighs 10 lbs., packed 6 sets to a case.

Write for prices and information

Canada Steel Goods Co., Limited
Hamilton, Canada

BUTTERFIELD



Accuracy And Speed Have Made Them Lead

Cutters That Have Proved Worthy

For more than 35 years the Butterfield Company has searched, experimented and "kept tab" on tools in use with the sole idea of improving the tools if possible.

35 years' contact with the mechanical field and its requirements has given much opportunity to meet changed conditions in the shops and plants. Butterfield tools have ever been abreast of the times and Butterfield policies to the trade are likewise in keeping with highest standards—generous and helpful to the dealer.

Butterfield & Company, Inc.

Rock Island

Quebec

ARMCO IRON
ENAMELED PRODUCTS

Smoothly Beautiful for Kitchen Use

"What put the idea of Armco Iron Enameled Products in your mind?" asked the guest.

"My husband," the hostess replied. "He uses Armco Iron in the manufacture of various metal industrial products, and has had splendid success with it, You see, its purity and evenness make possible unusual durability.

"When my husband told me that there were stoves made with Armco Iron polished sheets and enameled parts, I decided to get one. I wrote the manufacturers of Armco Iron—The American Rolling Mill Company, of Middletown, Ohio—and they sent me the names and addresses of the firms that make such stoves, also of the manufacturers of Armco Iron Enameled Kitchen Cabinets, Refrigerators, and Table-tops.

"As you see, I now use all of these articles, and your own eyes tell you how smoothly beautiful and perfect they are. Because of the exceptional purity and evenness of Armco Iron, these kitchen products are remarkably free from occluded gases, seams, scars, cracks, spots, pinholes, and other defects, which in less carefully made enameled products show through the enameling and cause ugly spots and rough places.

"After my two years' experience with these products in my kitchen, I can heartily recommend them to every housewife."

THE AMERICAN ROLLING MILL COMPANY, Middletown, Ohio

The trade-mark ARMCO carries the assurance that products bearing that mark are manufactured by The American Rolling Mills Company with the skill, intelligence, and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for them. The trade-mark ARMCO is registered in the U.S. Patent Office.

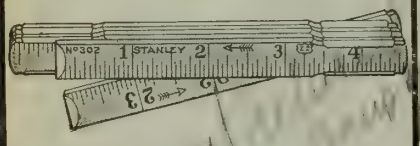
AMERICAN ARMCO IRON

ARMCO IRON RESISTS RUST

TOOLS THAT MAKE DEALERS FAMOUS

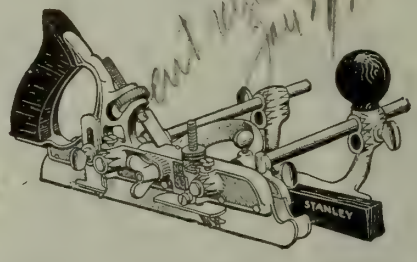
Why Bother with Substitutes?

Stanley Tools



"Zig-Zag" Rules

They might very properly be called "Folding Tapes". They, however, have the advantage that, as the joints are held open by springs, they can be used to measure across openings by supporting the end away from the user, where, with a tape, it would be necessary to have one person hold each end, or else hang the outb ard end on a nail, necessitating additional climbing. In many cases, they are useful for measuring concave, convex and various uneven surfaces. When folded, they are compact and easily go in the pocket. A handy and convenient rule for mechanics and householders.



Stanley "Forty-five"

Seven Tools in One

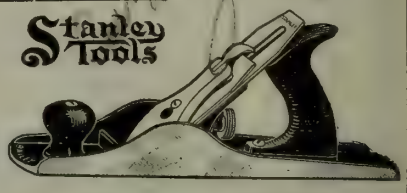
(1) Beading and Center-Beading Plane; (2) Rabbet and Filletster Plane; (3) Dado Plane; (4) Plow Plane; (5) Matching Plane; (6) Sash Plane; (7) A Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottom. Carpenters will find this tool almost invaluable

Stanley Plumbs and Levels

are made of thoroughly seasoned and selected stock, and have many valuable features which will appeal to every lover of good tools. Made in all styles for **Carpenters, Masons, Plumbers, Machinists, Millwrights, etc.**

Stanley Tools



THE "BAILEY" IRON PLANE has been the STANDARD for over FORTY YEARS and has always maintained the leading position.

From time to time other iron planes, made in imitation of this celebrated Plane, have appeared upon the market.

These imitation planes are often put up with numbers and labels designed to make the consumer think that he is obtaining the "BAILEY" Plane.

Every Bailey Plane has the name, "BAILEY," and the number cast in the bottom, and the name, STANLEY, is stamped on each cutter.

Do not accept substitutes.

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

A TOOL THAT'S STAMPED **STANLEY** IS THE BEST OF IT'S KIND

SOLD THROUGH

CAVERHILL, LEARMONT & CO.

MONTREAL

McClary's *Dealers Receive Support To the Uttermost*

Those dealers who are discerning enough to handle and sell McClary's products receive support to the uttermost in their selling and advertising campaigns. The wealth of experience at our command enables us to know and appreciate our market thoroughly. We plan and shape our data to benefit our dealers who know only too well that we have a community of interest in the rapid turnover of the McClary's dealer's stock. The solidarity of the entire McClary's selling organization is an object lesson to every progressive organization.

For 1920 we are introducing two attractive lines, constructed to fulfil requirements which a large experience has taught us to anticipate and provide for.

McClary's
Bon Accord Cast Iron Range

The new mission style cast-iron Range. Attractively designed and delightfully modelled. A masterpiece of Range building that completely meets the four outstanding demands of the housewife—

1. A long, roomy Firebox for Wood.
2. A big Reservoir.
3. A clear extensive open cooking surface.
4. A broad, deep, capacious Oven.

McClary's
Sofco Sunshine Pipeless Furnace

An object lesson in heating certain types of houses at minimum cost and inconvenience. Eliminates the necessity of installing cold and warm air pipes, cutting holes for warm and cold air Registers in houses already constructed. Heats the home through one large Register. Far exceeds the dead heating principle of the old fashioned baseburner. Only limited basement room required. Write our nearest Branch for information to answer the many enquiries you will be receiving.

McClary's

London Toronto Montreal Winnipeg Vancouver St. John, N.B.
Hamilton Calgary Saskatoon *and* Edmonton

LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.
We are in touch with the most noted and remote manufacturers in the trade.
Do not stand and wonder where you can procure any particular line in hardware. That's ours!
We shall assemble all your requirements and dispatch in one consignment.
Let us have your enquiries at once. Delays are dangerous on a rising market.

Address your envelopes B Dept.

White & Colquhoun

Hardware Exporters **45, 47 and 49 Mains St., off Waterloo St., Glasgow**

BROOMS

Our

Canada No. 3

fills the bill

Not too heavy, not too light

Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom

We know how to make.

ORDER NOW.

WALTER WOODS & CO.

Hamilton and Winnipeg

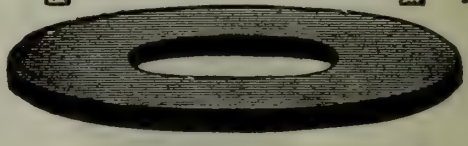
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

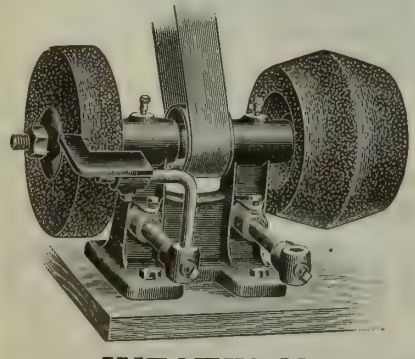


Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.



BULLDOG

Power Tool Grinders

designed to meet the demand for a small power head grinder.
Two vitrified corundum wheels for general use, and tool rests.
The ideal wheel for steel grinding.
Bull Dog Grinders cost less and give satisfaction. Get catalogue No. 1. Write your jobber.

WESTERN HARDWARE MFG., COMPANY, LIMITED

MILWAUKEE, WISCONSIN

Do you know that—

a hot surface of this measured area wastes 127½ pounds of coal each year?

Few people realize that this condition exists if the temperature within a pipe, for example, is 230° Fahrenheit (the temperature of steam at 5 lbs. pressure) and the temperature of the air surrounding the pipe is 70° Fahrenheit—a very moderate condition.

If it is steam heat—

Size of steam pipe.	
2"	$ .95
3"	1.40
4"	1.80
5"	2 20
6"	2.65

The waste in dollars per year per linear foot of pipe, coal at $10.00 per ton, 1 lb. steam pressure—temperature of air around pipe 70° Fahrenheit.

Read the remedy to the right.

If it is hot-air heat—

Size of hot-air pipe.	
8"	$1.00
9"	1.10
10"	1.25
12"	1.50

The waste in dollars per year per linear foot of pipe, coal at $10.00 per ton. Air in pipe 150° Fahrenheit—air around pipe 70°.

Read the remedy to the right.

If it is hot-water heat—

Size of hot-water pipe.	
2"	$ .67
3"	1.00
4"	1.25
5"	1.55
6"	1.85

The loss in dollars per year per linear foot of pipe, coal at $10.00 per ton. Water in pipe 180° Fahrenheit. Air around pipe 70° Fahrenheit.

Read the remedy to the right.

EVERY hot surface radiates heat. If this heat goes where it is not required, it is wasted and so is the coal that was burned to produce it. Opposite are some actual figures on such wastes—based on average conditions in American homes like yours.

The Remedy

Insulation correctly designed, manufactured and applied will reduce heat loss from hot surfaces as much as 90%. Efficient insulation must be made of material that does not conduct heat and that combines with this property the necessary strength and durability.

Johns-Manville Asbestocel Insulation has all these desirable characteristics. It is made for application to steam, hot-air and hot-water systems. Other Johns-Manville Materials: Sponge felt and 85% Magnesia for high pressure steam, Anti-Sweat and Zero for cold water, Combination Built-Up for Brine and Ammonia.

Inspect your heating plant for exposed hot surfaces on pipes, boilers and heaters, and for sections not *properly* insulated.

Have your steamfitter apply Asbestocel to pipes, boilers or heaters, sealing all cracks and joints, finishing boiler and heater surfaces with Johns-Manville Insulating Cement. In this way you will save the added coal that must be burned when there is waste.

CANADIAN JOHNS-MANVILLE CO., LIMITED

Montreal Toronto Vancouver Winnipeg Hamilton London Ottawa

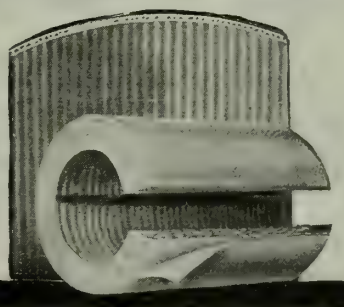
Unfortunately many materials used for "covering" pipes are not efficient heat insulations — not only because their constituent materials are inferior, but because their construction is incorrect or faulty.

To aid you in buying, Asbestocel is shown here in two forms:

In sectional form for fitting around steam and hot-water pipes.

In flexible roll form, for fitting around hot-air pipes, heaters, etc.

We recommend Asbestocel rather than air cell because of its construction, viz: the cells run around the pipe—not lengthwise, thus preventing circulation of air.



JOHNS-MANVILLE SERVICE COVERS THE CONTINENT

Through—

Asbestos

and its allied products

INSULATION *that keeps the heat where it belongs*

CEMENTS *that make boiler walls leak-proof*

ROOFINGS *that cut down fire risks*

PACKINGS *that save power waste*

LININGS *that make brakes safe*

FIRE PREVENTION PRODUCTS

JOHNS-MANVILLE

Serves in Conservation

EDDY'S—

For Prestige and Profit

EDDY'S SILENT-FIVE. One of the many famous lines of Eddy Matches. Non-poisonous and silent striking. Tell your customers about the **No-Afterglow** feature that makes this the safest match on the market to-day. You'll find it a lively seller.

EDDY'S INDURATED FIBREWARE. Something new in household utensils that every woman will appreciate. Wash Tubs, Wash Boards, Water Pails, etc., that are light, durable and cannot leak, dent or become water-sogged.

Eddy consumer publicity is building big sales for Eddy dealers. It will do the same for you. Get connected.

The E. B. Eddy Co., Limited, Hull, Canada

Teaching Boys to Buy Good Tools

MANUAL training courses in our schools are teaching boys and young men how to do good work with tools.

These boys, as a result, are coming to appreciate good tools more than ever. They make up a class of tool-buyers that it is distinctly worth while to cultivate.

We are telling these young amateur carpenters and wood-workers about the quality of Disston Saws and Tools.

To do this, we are using the magazines to which they look for information on mechanical subjects—"Popular Mechanics," "Popular Science Monthly," "Scientific American," and "Industrial Arts," etc.

We send the Disston message to more than three-quarters of a million readers of magazines of this kind. The exact number of subscribers is 781,067.

These boys constitute by no means a small market for sales of quality saws and tools.

Telling this market the story of Disston Saws and Tools is another instance of our thorough cultivation of all classes of buyers to increase public demand for high-grade saws and tools.

Next month we will tell you how we reach another class of tool-buyers—the "handy man around the house."

Disston Saws and Tools are constantly advertised in magazines and agricultural publications with a total circulation of 8,497,003 copies each issue.

HENRY DISSTON & SONS, LTD.

TORONTO, Canada - *Branch:* Vancouver, B.C.

DISSTON

SAWS AND TOOLS

I·XL RAZORS

GEO. WOSTENHOLM & SON

SHEFFIELD ═══ ENGLAND

Geo. Wostenholm and Son, of Sheffield, Eng., are now making substantial shipments of these three popular brands of Razors to all the leading jobbing houses in Canada.

Our modern methods of manufacture permit us to turn out the highest of quality and finish.

Only the finest grades of razor steel are used, and special attention is given the tempering, grinding and general workmanship by a selection of the most skilled mechanics in the world.

2000

1000

5001

No retailer should now be without a display of I-XL cutlery.

Every article is fully guaranteed.

Build your reputation on a brand that speaks for itself. The only line of cutlery that is stocked by every leading hardware house from coast to coast.

I-XL cutlery creates satisfied customers, adds to the reputation of your business, and saves time in making sales.

Place your order now with your local jobber and make sure of being supplied for your spring quirements.

A. MACFARLANE AND COMPANY Ltd.

MONTREAL, QUEBEC

Sole Agents for Canada

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

We Help You Make the Sale

In every community there is a nice annual business for the hardware dealer who sells Metal Ceilings. Not only has this type of ceiling come into general use for kitchens—(where steam makes plaster unsafe), but also it is generally recognized as ideal ceiling material for stores, hospitals, schools and moving picture theatres.

All these Buildings Need—

PRESTON STEEL CEILINGS

and you can help us connect with them.

Send us word of any such buildings that are going up in your neighborhood—we will send our traveller to help you make the sale.

The commission you make on the transaction is **clear profit**—found money—because you are not put to the trouble and expense of carrying stock—the sale is made from the catalogue.

Even the responsibility of making collections is assumed by us if the dealer so desires.

An easy business, this selling ceilings—and a profitable one, if you sell the Preston kind.

THE M S AND S C CO LIMITED

METAL SHINGLE AND SIDING COMPANY

ASSOCIATED WITH THE A.B.ORMSBY CO. LIMITED

PRESTON - MONTREAL - TORONTO - WINNIPEG - SASKATOON - CALGARY

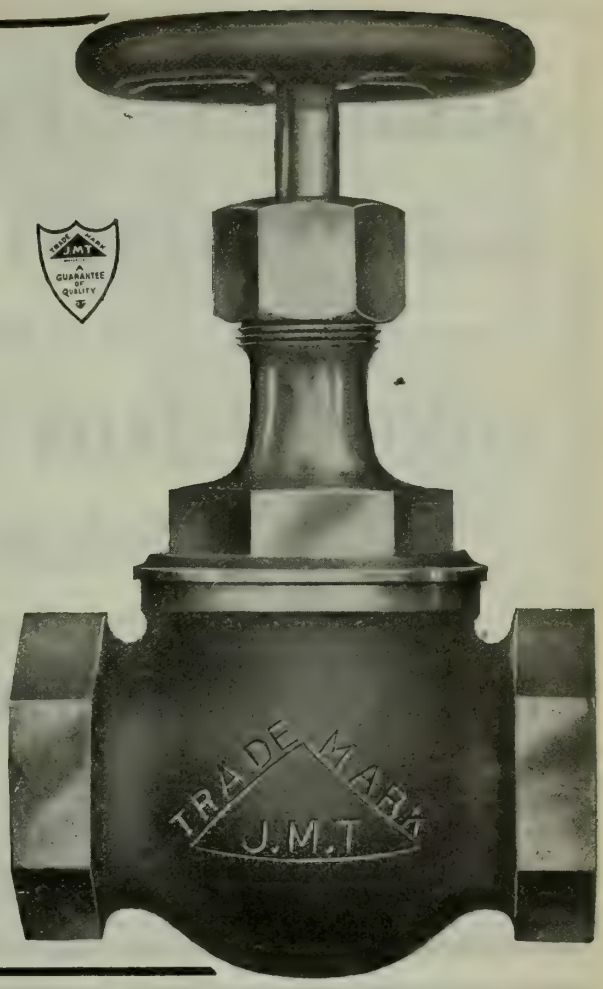
Morrison

Valves that give Service Satisfaction and Profit

Great confidence in their reliability and service is shown by mechanical engineers and designers everywhere, who specify them on practically all drawings and specifications.

Your customers know this excellent reputation of Morrison Products and buy them readily.

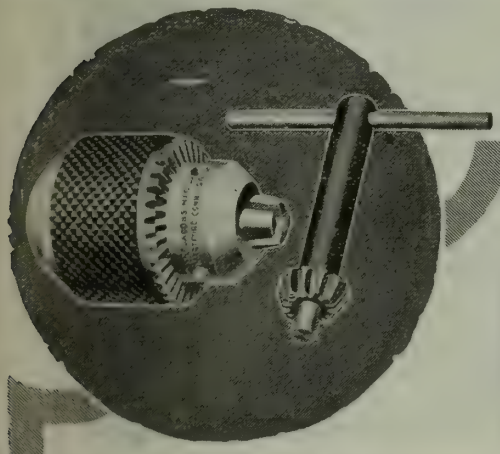
Morrison Products are profitable to handle and fully guaranteed.



James Morrison Brass Mfg. Co.
LIMITED

93-97 Adelaide Street West - Toronto

And they come back for more



When you sell to a drill user his first Jacobs Chuck you are sowing the seeds of an increase in your mill supply business.

All the world over mechanics recognize Jacobs Chucks for their accuracy, their firm grip, their time-saving convenience in adjustment—and they come back for more.

In selling Jacobs Chucks you benefit by their reputation for reliability, and gain in desirable trade. Order some to-day.

Dept. H.M.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

American Felt Large Head Roofing Nails

"DOMSTEEL SPECIAL"

Are Made in Canada by

DOMINION IRON & STEEL CO., LIMITED

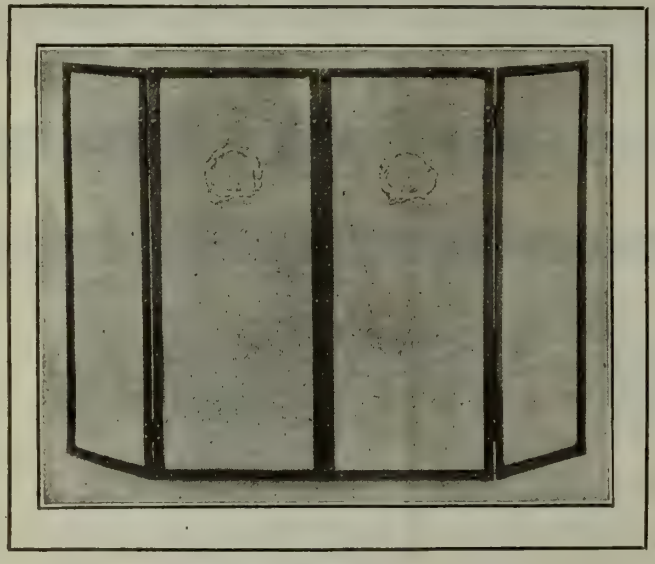
Style and Quality Perfect

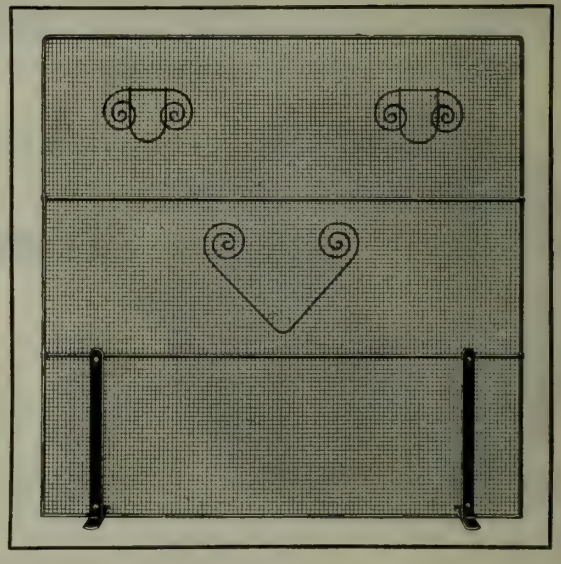
When ordering from your Jobber insist on getting

LARGE HEAD ROOFING NAILS "MADE IN CANADA"

HEAD OFFICE AND WORKS:
SYDNEY, NOVA SCOTIA

GENERAL SALES OFFICE:
112 ST. JAMES STREET
MONTREAL, QUE.





Spark Guards and Fire-place Screens.
Special sizes and shapes made to order.
Wire Work of all kinds.

C. H. JOHNSON & SONS, LIMITED

WIRE WORKS, ST. HENRY, MONTREAL

Stanley Process

SOLDERS

pure Tin and pure Lead
scientifically alloyed

you will find them
steady repeaters—*like*

LIONROYAL BABBITT

BABBITTS
SOLDERS
PHOSPHOR TIN
PHOSPHOR COPPER
ETC.
LEAD, COPPER, TIN,
SPELTER, ALUMINUM,
& OTHER METALS

BRITISH SMELTING & REFINING CO. LIMITED.
DRUMMOND BUILDING MONTREAL

Davidson Bread and Cake Boxes

Make Splendid Sales Displays

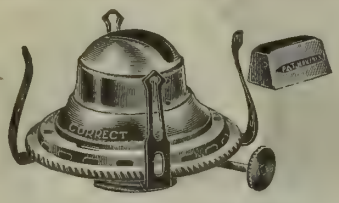
Here are handsome bread and cake boxes—singly or in combination. A combination set is shown.

These are most attractively japanned in French Grey and White with roller cover. The titles are neatly lettered in gilt.

Altogether a very handsome line in addition to their self-evident utility. Show them and they sell.

The Thomas Davidson Mfg. Company, Limited

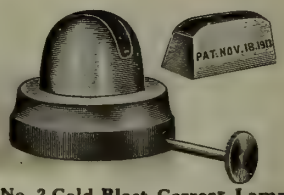
Winnipeg Montreal Toronto



A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the "Queen Mary" and "Dominion" Burners.

The Schultz Manufacturing Company
LIMITED
HAMILTON, CANADA

Give us your Wholesaler's name and we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

TRIMO

The four good points that make TRIMO PIPE WRENCHES superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

The Trimo Steel Handle Pipe Wrench is also made in the 6", 8" and 10" size with narrow jaws and fine milled teeth, especially adapted for close work.

Your Jobber can Supply

Trimont Mfg. Company

Roxbury (Boston) Mass., U.S.A.

UNIMECO WROUGHT WASHERS

We manufacture a wide range of wrought washers of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with Annealed Rivet Burrs of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Your Customers Know

IMPERIAL BRAND HARNESS

Why should you risk buying leather at the terrific prevailing prices, and why should you slave at the bench making harness that will not pay you as good a profit as selling Imperial Brand. You'll find it easy work to sell Imperial Brand. Your customers KNOW it—you don't have to argue and "drive" a sale. Imperial Brand has stood the test of hard work for many years and has given absolute satisfaction at all times.

Have you seen our proposition to the harness trade on handling tires and auto accessories? Write for particulars.

Samuel Trees & Co., Ltd.

42 Wellington Street East

TORONTO

A Name That Means "Best" to Customers

A Famous Five brand is the biggest selling argument you can present to a file customer.

Famous Five Files for over fifty years have been the standard.

File users know this. All you have to do to make a sale is to show the buyer a Famous Five brand.

We help you to keep your stock complete by maintaining big reserves, that orders may be filled promptly by your jobber.

The Famous Five are :

"Crescent"
For Turnover
The Line that Increases your Sales

A dependable, reliable and thoroughly salable line. A line that builds permanent business through customer satisfaction.

A line that mechanics know and like and prove their confidence by buying.

All Good Jobbers

Canadian Representative:

Campbell Agencies

Toronto, Canada

The Crescent Company, Meriden, Conn.

Remember "Crescent" for Trade Building

Artistic
Bath Room Fixtures

Beautiful Everlasting White Porcelain Enamel

ON SPECIAL IRON

Stronger than China, outwears all Imitation Paint Enamels or Celluloid finishes, at a price within the reach of all.

American Enamel Products Co.

CHICAGO, ILL.

INCOMPARABLE

REGISTERED

TRADE MARK.

The Incomparable Brand of Fishing Tackle

Has been made expressly to the order and requirements of **Canadian** buyers for very many years. The ever-increasing demand proves the satisfaction it has given.

Very soon we expect to exceed our pre-war output, meet all demands and make prompt shipments of:—

Rods, Reels, Lines, Hooks, Flies, Leaders, Baits, Nets, Gaffs, Fly Books and Boxes, Bags and Baskets, etc.

Our representative makes a trip throughout the Dominion annually.

Mail orders and correspondence solicited. Goods sold to the trade only.

Ludgate, Ryder, Thomas & Co.

Clive Road

Redditch - England

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd

Manufacturers NEWMARKET, ONTARIO

Impressions Count!

The first impression your customers get when entering your store is what counts with them. They judge your stock and your business ability by the appearance of your displays.

"DULUTH"
SECTIONAL HARDWARE STORE EQUIPMENT

—will create the right impression. It will add dignity to your store and a prestige that attracts new trade. It's the most effective and less expensive way to sell goods. The merchandise is always on display before your customers, suggesting sales that would not occur to your clerks.

Investigate our Free store planning service and write for our new Booklet: "Increasing Sales and Cutting Costs." It means more business for you.

Makers of "Duluth" Sectional Hardware Store Furniture

Duluth Show Case Company, Duluth, Minnesota, U.S.A.

The Largest Manufacturers of Light-Edge Tools in the World

Anvil W P *Brand*

Ward & Payne's Socket Firmer Chisel

Here is a **Socket Firmer Chisel** that holds a keen edge under ordinary and heavy work for an extraordinary length of time. Made in the unusual **"W. & P."** way of the best quality materials obtainable composed of a single piece of steel without a weld.

The **Ward & Payne Line of Anvil Branch Light-Edge Tools** enjoy a distinctive reputation throughout the world. They will do credit to your store in both sales and profits.

We anticipate a heavy Canadian trade this year, and are pleased to announce that we can handle all orders from this field with the utmost despatch. If your jobber cannot supply you order from our nearest representative.

WARD & PAYNE, SHEFFIELD

Canadian Representatives:

ALEXANDER GIBB
St. Nicholas Bldg., Montreal

SHERMAN F. AINSLIE
62 Temperance St. - Toronto

ANTHONY FERGUSON, LTD.
Vancouver, B.C.

Don't Throw it Away

Does Your Granite Dish or Hot Water Bag Leak?

USE **MENDETS**

A PATENT PATCH

Quick Sales
Big Profit
Satisfaction

Occupy But
Little Space
Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.

REED'S
ECONOMY ROTARY
ASH SIFTER

Made Better so as to Sell Better

DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

Geo. W. Reed & Co., Limited
37 St. Antoine Street, Montreal

P X H
TRADE MARK

SERVICE

The ultimate achievement of all honest endeavor.

True File Service comes with the use of P.H. and Imperial Files.

"They Cut Faster and Wear Longer"

Your Jobber Stocks Them

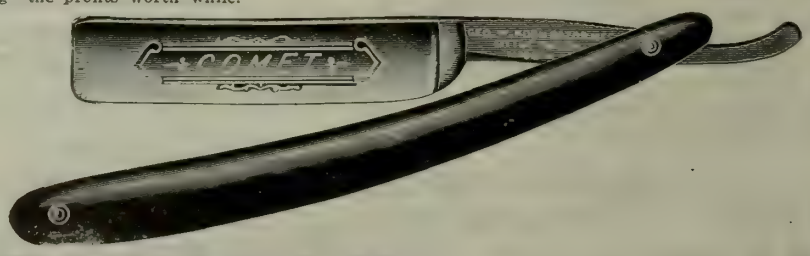
Ingersoll File Company
Limited
INGERSOLL ONTARIO

John Morrow Screw & Nut Co., Limited
INGERSOLL ONTARIO
Sole Distributors

IMPERIAL
TRADE MARK

WHERE VALUE COUNTS

Our policy always has been and always will be to give men who shave the **most** razor value for their money.
Whether a customer pays $2.00 for a razor or $5.00, he wants a good shave.
We have put the material and workmanship **into** G. W. Korn's Razors which assure men getting the maximum number of shaves **out** of them. The line is big—the profits worth while.



GEO. W. KORN RAZOR MFG. CO., - - - LITTLE VALLEY, N.Y.
Canada Office: 140 McGill Street, Montreal

MADE IN CANADA

Blacksmith's
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

Manufacturers
OF
WIRE

HEADQUARTERS FOR
WIRE BALE TIES
Largest Capacity and Stock in Canada
PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

LIBERTY WASHER

Recommend the LIBERTY—

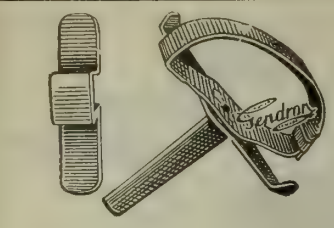
It's Sure to Satisfy

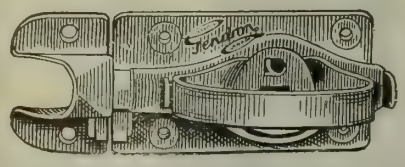
When your customers want a washing machine sell them a LIBERTY WASHER. The many advantages of the Liberty will make them easy sellers and make the buyer constantly satisfied. Nothing is superficial in the Liberty—every part is designed to give maximum service.

The price from $25 to $50 less than any other high grade washer, enables you to have a clinching price argument for every prospect.

Write us for our Dealer Proposition.

A. R. LUNDY
257 King St. W. TORONTO





Fills the existing demand for a

Garage and Barn Door Latch

that's just right for Dealer and Consumer

A rapid, profitable seller. Strong, durable, neat and convenient, easily put on any door. Has two handles to open or close from either side. Catches will hold door or gate open or closed. Enamelled finish with turned bolt. Guaranteed.

We also make velocipedes, express wagons, children's autos, toy carts and barrows, bathroom fittings and hardware. Write for prices and information on any of our lines.

The Gendron Manufacturing Company, Limited

Duchess and Ontario Streets, Toronto, Ontario

VOL-PEEK

A Fast Seller with Big Profits

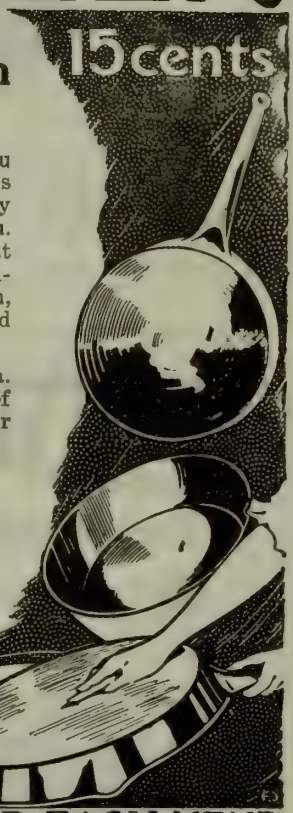
Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

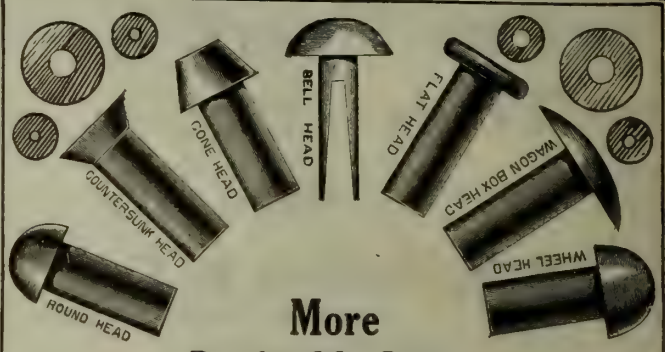
Order through your jobber or direct to

N. NAGLE & Co.

BOX 2024, MONTREAL, CANADA
(Owning and operating Vol-Peek Mfg. Co.)



COSTS ONLY ½c FOR EACH MEND



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Limited

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

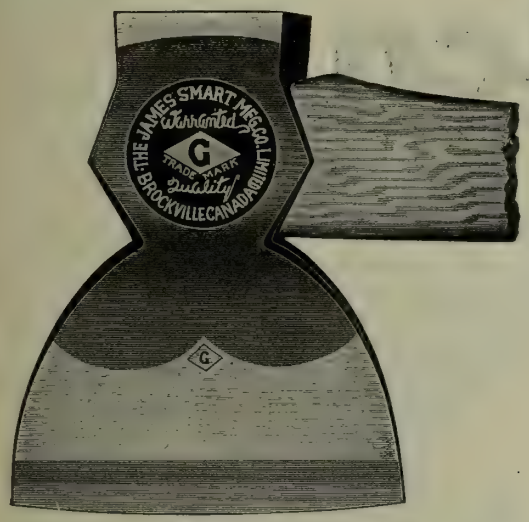
BAR IRON and STEEL: Rounds, Squares and Flats

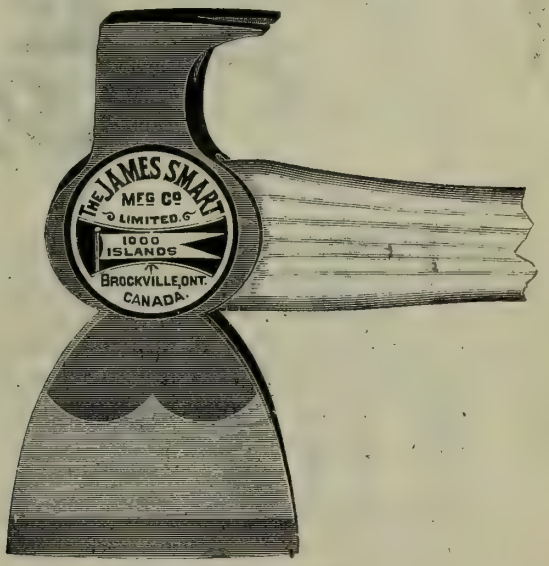
Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADA FOUNDRIES & FORGINGS LIMITED





For Canada's Many Woodpiles

PRODUCED AT

JAMES SMART PLANT

BROCKVILLE, CANADA

For years the perfect washer

The **Eden** ELECTRIC

THOUSANDS of women throughout the country have learned to appreciate the many advantages and economies of washing clothes the Eden way. The **Eden Electric Clothes Washer** is a time-proved success because it washes everything from the heaviest blanket to the most delicate bit of silk or lace by dipping them up or down through hot suds — without wear or tear or rubbing or scrubbing.

The **Eden** makes clothes last five or six times as long because it washes them without rubbing. It saves time, trouble, money and hard work, and has done so in many homes for many years.

Many dealers have taken advantage of the many superior points of the **Eden,** and are handling it to the exclusion of all other makes. They have found it the most profitable machine to handle because it is the one machine that, once sold, stays sold. The **Eden** has no comebacks.

Full Line of Literature on Request.

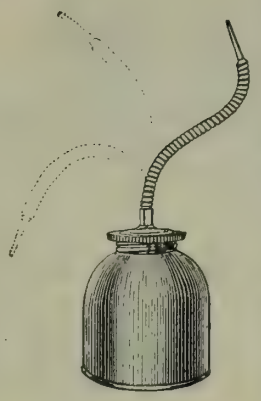
The Great West Electric Company, Limited

ALBERT STREET - WINNIPEG

Distributors of LACO TUNGSTEN and NITRO LAMPS

The "All-Way" Machine Oiler No. 6

Saves 50% on Oil Bills



Another of these efficient, much desired oilers that sell so well. Fitted with a flexible steel spout that may be bent to any desired angle. With the All-Way Oilers no oil is wasted as any oil hole can easily be reached without trouble or spilling of oil. A self-cleaning device at the end of the spout is one of the many strong selling points that makes them so popular with merchants.

The tubing is asbestos packed and compressible to permit proper working of the cleaning device.

See also the All-Way Oiler, R. R. Oiler, Funnel and Filler and the Oil Gun.

The All-Way Oiler Mfg. Company
196 King St. West Toronto, Ont.

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws; Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited

St. Catharines
Ontario

SIMONDS

The hand saw that means satisfied customers. Carried by first-class hardware stores in every civilized land. They cleave their way to profits for dealer and satisfaction to purchaser.

SIMONDS CANADA SAW CO., LIMITED
"THE SAW MAKERS"
St. Remi Street and Acorn Ave.
Montreal, Que.
Vancouver, B.C. St. John, N.B.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

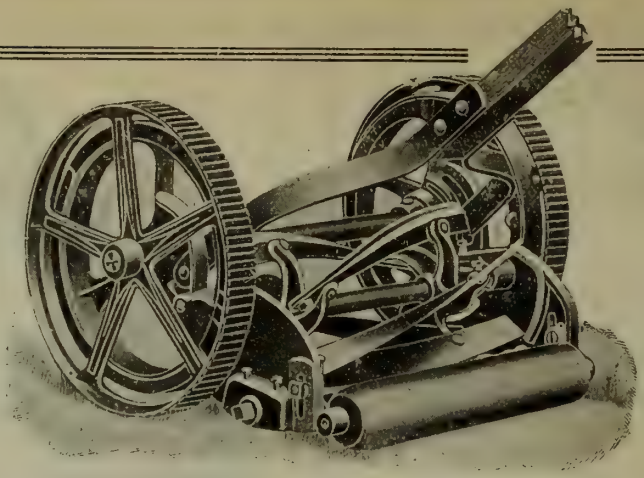
There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Write for prices and details NOW



We anticipate a big demand

It's a wise precaution to order mowers—Now

and when you stock up with T.-F. quality you can anticipate quick sales — always dependable. They have stood the test for 40 years—none but the highest grade of workmanship and quality of material used. We make a specialty of this line and guarantee our product. Identify yourself with quality by stocking the line of mowers that are well and favorably known as—

"ADANAC" "WOODYATT" "STAR" "EMPRESS" FAMOUS NAMES.

Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.

H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

PINK'S LUMBERING TOOLS

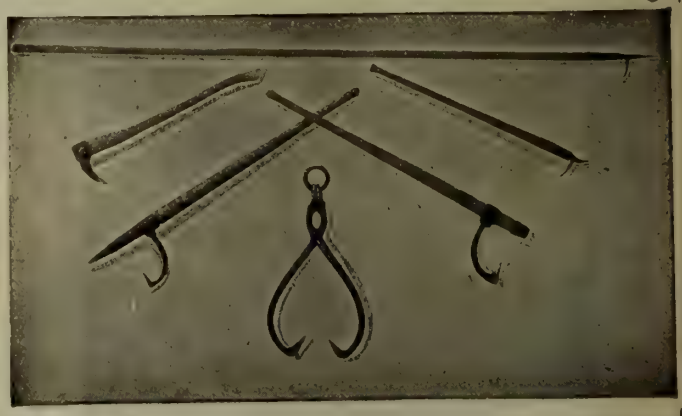
The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

THE manufacturing plants in your district present an opportunity for sales in these high quality lines.

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

Their well-known reputation for quality is a valuable asset to the dealer selling them. A complete stock on hand, together with an attention-creating display, will attract your local buyers.

May we send you catalogue and prices?

Canadian Sales Representatives:

A. E. Hinds & Company, Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibbs, 3 St. Nicholas St., Montreal, Canada 'Phone Main 2343.
The Triangle Co of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

UNITED STATES SAND PAPER CO. WILLIAMSPORT, PENN

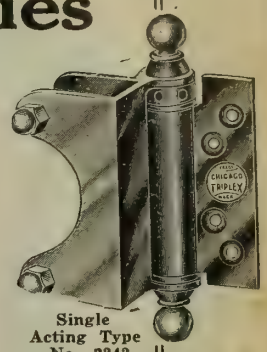
In High Class Lavatories

TRADE MARK
CHICAGO SPRING HINGES

TRADE CSB CO MARK

At clubs, hotels, theatres, restaurants, railroad stations, department stores, etc., you'll find Chicago "Triplex" Lavatory Spring Hinges used almost invariably.

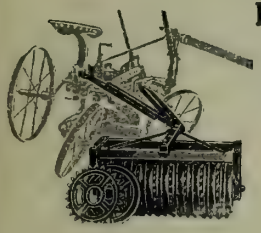
A type for every requirement. Each made to meet a definite service. Type No. 2242 can be supplied with reverse action springs, to hold the door open when released.



Single Acting Type No. 2242

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M-36

Plow Attached Packers and Harrows
WE MAKE THE BEST
LARGE PACKERS SOLD



MULCHER

LEADERS IN OUR LINES

Write for Price List and Catalog

PLOW HARROW

Surface and subsoil also supplied when called for.

CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG

We are in the market for—
Black Sheets 20 to 10 gauge
Galv. Sheets 24 to 16 gauge
Send list of what you have to sell with best prices you will accept to
BOX 701,
HARDWARE AND METAL, TORONTO

Kindly mention this Paper when writing to advertisers.

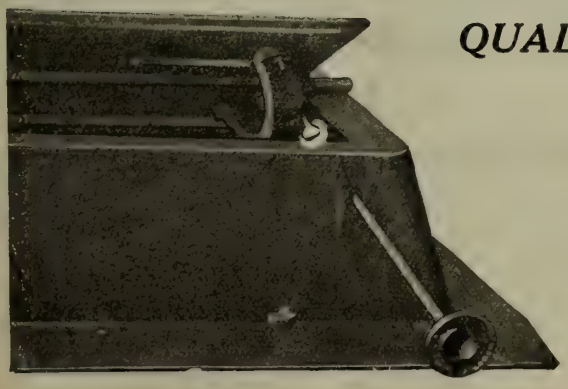
$5,000,000
In Annual Sales
of Hoyt Mixed Metal!
Are You Sharing In This?

Hoyt Metals are in demand because they are insurance to owners of valuable machinery, a source of satisfaction to engineers and splendid business builders for the merchant.

Look over your neighborhood—the factory, the publisher, the printers, the newspapers, tinsmiths and a host of others are your customers.

Make the most of it—write us.

Hoyt Metal Company
Montreal TORONTO Winnipeg



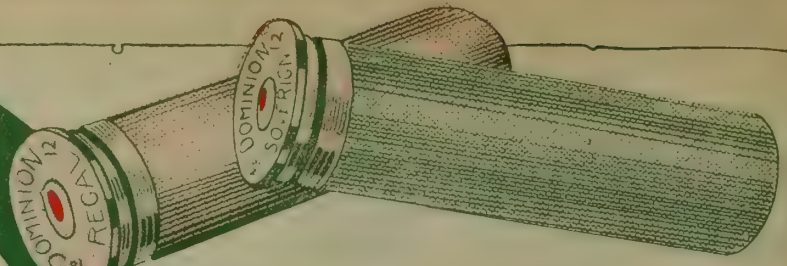
QUALITY *SERVICE*

THE
Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

THE BON LIMITED CHANDELIERS
OUR LIGHTS SHINE EVERYWHERE
MANTELS - GRATES & TILES

Lighting Fixtures and Electric Appliances
Mantels, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY



Get Your Share of this Year's Bigger Business

—get in line for the Sporting Ammunition sales that will come your way this year. There is bound to be a big increase in these sales after four dormant years.

Game is plentiful.

Thousands of returned soldiers, accustomed to firearms, will take up recreative shooting.

Trap shooting will be revived in full force.

And, as usual,

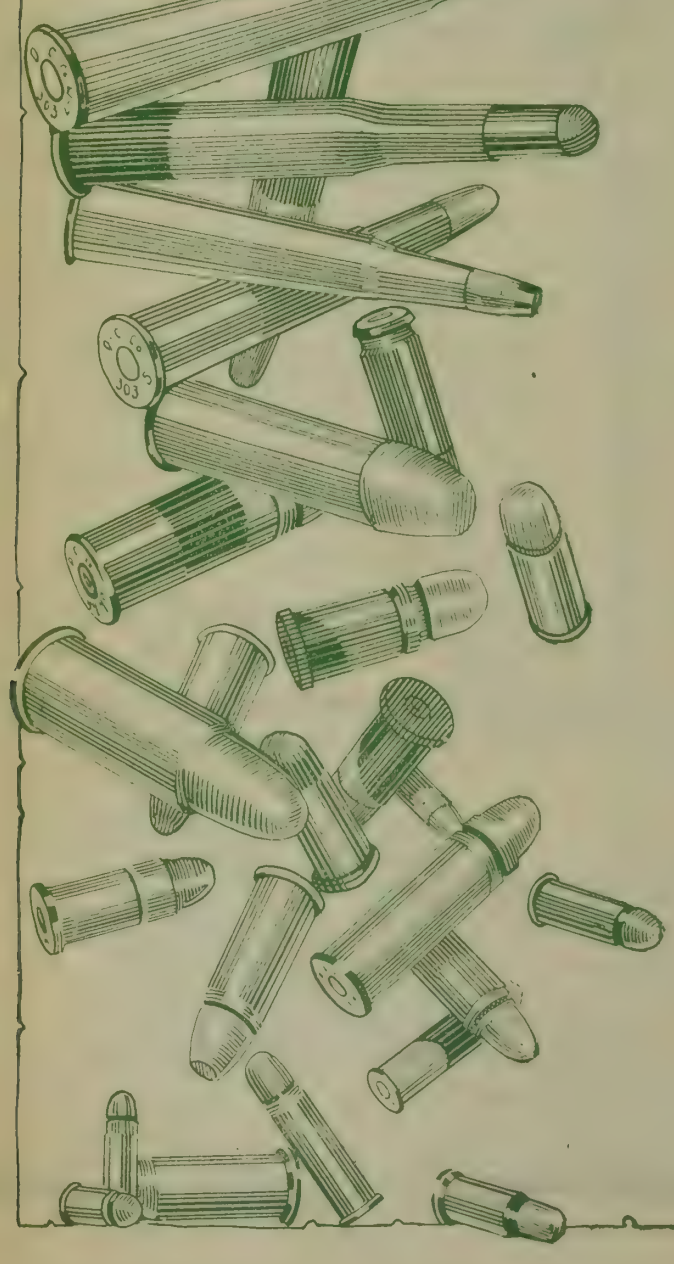
Dominion Ammunition

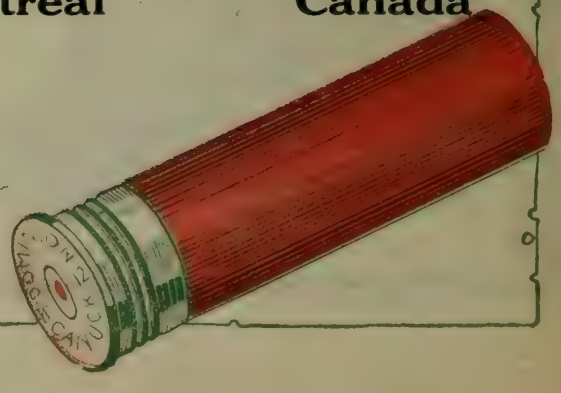
will be demanded by the sportsmen of Canada, who have proved its dependability.

Stock up to-day on the big "D" lines —this ammunition that will guarantee you your share of the 1919 business in sporting.

Dominion Cartridge Co., Limited

Montreal **Canada**





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CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, JANUARY 24, 1920 No. 4

CONTENTS

Peculiar Binder Twine Situation 41-42
Says Phonographs Are Profit-producers 43-46
The Big Thing in Selling 47-49
Annual Meeting of Paint Men 50
What is Your Objective? 51
Editorial Comment 52-53
Events in the Trade 54-57
New Hardware Goods 58
The Markets at a Glance 59
Weekly Hardware Markets 60-65
Paints and Varnishes Advance 50 Cents 66-68
A Big Talking Point to Make in Selling Shaving Brushes 68
Important Consolidation of Paint Manufacturers 70
Weekly Paint Markets 72

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXI. TORONTO, JANUARY 24, 1920 No. 4

Peculiar Binder Twine Situation

Hardware Merchants Much Interested in Action of the U.F.O. in Placing Order for $500,000 Worth of Twine in Chicago—Manufacturers Have Themselves to Blame, Says Manager of Farmers' Stores

THE action of the United Farmers of Ontario, in awarding a contract for binder twine for 1920 which will approximate half a million dollars, to the International Harvester Company, has created a situation which for the time being at least will disorganize the twine business.

Reports from the West, which up to the present time are unofficial, state that the Grain Growers and other Western co-operative organizations have awarded an even larger contract for twine to the same firm.

About $12,500,000

According to figures obtained by HARDWARE AND METAL. there is sold every season in Canada about $12,500 000 worth of binder twine.

The bulk of the business centres in Manitoba, Saskatchewan and Alberta and these three Western provinces consume about six times as much as Ontario, which is the next biggest factor from a trade standpoint.

"The bulk of the business is handled through the hardware merchants and the implement agents," said the representative of one firm to HARDWARE AND METAL. "The implement agents are the largest distributors and as such will, of course, be harder hit by the action of the farmers than anyone else.

Not Given a Chance

"In the case of the U. F. O., our representative went to see Mr. Loblaw, the manager of the U. F. O. stores, and was told that there was nothing doing and that the contract was already awarded. We were not given any chance to figure this year."

Asked by HARDWARE AND METAL whether or not on former occasions the firms handling twine in Canada had refused to sell to the farmers' societies, he stated that they had done this in order to protect the men in the trade, the hardware merchants and the implement agents.

What It Means

While no definite information is obtainable at the present time, it is stated that the U. F. O. has guaranteed an order for 1,000 tons of twine with the option of securing more if it is needed. No definite price per ton, it is stated, has been set, the quotation to be based upon conditions at the time of delivery.

Decline in Price

This apparently is a very wise move as, it is said, there is almost certain to be a decline in prices.

"Prices of binder twine are certain to be lower," said the representative of one company to HARDWARE AND METAL. "Owing to the high prices which prevailed many substitutes for sisal were used with the result that now there is a heavy accumulation of sisal and the manufacturers have big stocks on hand."

Says Principle Is Bad

This man declared that the principle upon which the U. F. O. acted in buying its supplies out of the country is bad.

"If followed out in all lines of business," he said, "it simple means that a great many Canadian factories would have to close up altogether. Aside from this, it looks to me as if the International Harvester Company was using this twine business as a leader for the bigger business in machinery and implements. They may take the attitude with the farmers that 'We were your friends and supplied you with twine, now it is up to you to buy your other requirements from us.'"

Hurt In Same Way

"The hardware and implement merchants will be hurt in practically the same way that we are," said the representative of another firm. That is his usual trade will be split up and disorganized so that he will not know how much or what grades he will require. He may be reasonably sure that some of the members of the United Farmers' Organization will undoubtedly run short at the end of the season and will come to him seeking extra supplies. He will, of course, be supposed to have it in stock.

Then there is the occasional farmer who is not prepared to pay the ready cash. The merchant dealer is almost sure of his order if he wants it. Therefore, he cannot know exactly where he is at in so far as his binder twine requirements are concerned. This will cause us and the merchants an endless amount of trouble in connection with the business we have booked up in the Fall for delivery next Spring, in the way of cancellations, reductions, and in some cases increases, according to the ups and downs of the operations of the local club in any particular locality.

The Other Side

"The binder twine manufacturers have nobody to blame but themselves for the situation that has developed," said Mr. P. Loblaw, manager of the United Farm-

SITUATION IS UNIQUE IN HISTORY OF TRADE

A situation that is unique in the history of the binder twine trade of Canada has developed as a result of the action taken by the United Farmers of Ontario placing an order for $500,000 worth of twine in Chicago.

It is stated that co-operative farmers' societies in Western Canada are placing an order for twine that will approximate $3,000,000 in Chicago.

HARDWARE AND METAL *has investigated the cases from the standpoint of both sides and presents statements from the manufacturers and also from Mr. P. Loblaw, the manager of the U.F.O. stores in Ontario.*

The situation that has developed, while it has considerable interest for the hardware merchants, is not occasioning any serious worry, as many hardware men state that their profits in the sale of twine have not been large. The binder twine question will be discussed at the annual meeting of the Ontario Retail Hardware Merchants' Association in Hamilton next month.

ers' Co-Operative Stores to HARDWARE AND METAL. "They would not have anything to do with us and didn't want our business. I think the binder twine firms made a big mistake in their recent action and they have given us some of the finest advertising we could have wanted and just at a time when we wanted it.

"I trust the people will not get any wrong impression about our action. We want at all times to buy Canadian goods if we can, but in this case we were refused flatly. They could not expect us to go back to them again after the manner in which we were used."

Are Not Worrying

While hardware merchants generally are much interested in the situation that has arisen, they are not worrying at all over it. Several of the merchants to HARDWARE AND METAL expressed the view that the binder twine trade was one which had meant comparatively little to them from the standpoint of profits.

At the coming convention of the Ontario Retail Hardware Association, in Hamilton next month, a discussion will take place in regard to the binder twine situation.

Says Railway's Action Would Make Rubber Stamp Out of Board

Chairman of Dominion Railway Commissioners is Outspoken Regarding Refusal of Lines to Obey Order Issued re Publishing of Joint Rates

OTTAWA.—A case which will affect business men all over Canada was heard before the Dominion Railway Commissioners, on Tuesday afternoon, when the Canadian Railways were asked to show cause why they had not obeyed the order issued some time ago re the publishing of joint rates.

The railways came back rather unexpectedly, by basing practically their whole defence around the point that the Railway Board had no authority to issue any such order.

A peculiar situation arises in this connection, in that the Railway Board has the right to interpret the Act governing the case. If this interpretation is not acceptable to the railways, an appeal can be made to the Supreme Court. This may be done if the Board interprets the act and gives a decision against the railways.

This Point Offset

The railways attempted to make another point by declaring that only one complaint had been made in connection with their failure to publish joint rates as ordered. This, however, was offset by complaints which were in the hands of the Commissioners in addition to that mentioned by the railways, and also by the statement that the Canadian Manufacturers' Association has a number of complaints from business men who are interested in the matter.

Chairman Carvell of the Board was rather outspoken in regard to what he thought of the railways' action in ignoring the Board's orders.

"It would mean making the Railway Board merely a rubber stamp," he declared. "Just because some persons do not like the order we issued is no reason at all why it should be disobeyed."

Made Investigation

He also commented on the fact that the Commissioners, before issuing the order, made a very complete investigation into the matter, and did not arrive at their decision hastily.

The question is one which interests all merchants and manufacturers who have to ship goods to points necessitating their carriage over two lines of railways.

Will Ask Women to Do Their Shopping Early on Saturdays

Clerks' Association at St. John, New Brunswick, is Behind Movement to Secure a Saturday Half-Holiday—Plan to Have Employees Paid on Friday Nights

ST. JOHN, N.B.—At a meeting of the Clerks' Association the matter of increased membership was discussed. This association is endeavoring to secure Saturday afternoon as a half-holiday, among its different projects.

A resolution was passed that the members appeal to the Women's Council, the Young Women's Patriotic Association, the Trades and Labor Council, and other bodies about the city, and ask that their members do their shopping before 1 o'clock on Saturday, so that the shop employees might benefit by the half-holiday.

In the case of trades and labor, the request is to be made to the employers that their employees be paid on Friday night in order that there may be more general co-operation with the idea.

Believes Mail Order Business Serious Menace

H. C. Beckett, of Hamilton, Appears Before the Board of Commerce and Reads a Paper on the Subject

H. C. BECKETT, of W. H. Gillard & Co., wholesale grocers, Hamilton, appeared before the Board of Commerce on Friday last, and drew attention to what he termed was a serious menace, and he stated it was gradually, insidiously, and silently destroying the prosperity of every town and village in the Dominion, and was also having a far-reaching effect upon farm production. He referred particularly to the mail order houses and the department store. This menace, he declared, is preventing the establishment of towns and villages, through the insufficiently populated portions of the Provinces. The farmer feels the isolation and does not want to loeate except in the vicinity of a thriving town or village, and the older towns and villages are perishing through lack of local support. To encourage farm production, and to induce the rising generation to follow farming pursuits, Mr. Beckett pointed out, it is necessary to support and encourage thriving and prosperous communities. The people are drifting from the farms to the large centres, because of the deadly conditions that surround them. The records of the express companies, the parcel post, and other avenues of information will show clearly what this menace is, how it is growing, and will continue to grow, at the expense of production and at the expense of prosperity throughout Canada.

Mr. Beckett asked the Board of Commerce to investigate this menace, as a matter of the greatest welfare to the Dominion of Canada. Many manufacturers, not all, he declared, had not played fair with the retailers. They have offered advantages to some and denied them to others. "This is unfair and unethical," Mr. Beckett continued. "We have no commercial code in Canada, and we sadly need it. The Secret Commissions Act seems to be a dead letter, although it was intended to purify the channels of trade. The monopolist and his sympathizer may sneer, but should this country be dominated by selfish interests? We must speak plainly. The reconstruction period has arrived, and I feel that I would be shirking a share of conscientious duty if I failed to come out boldly and fearlessly, even if in doing so I subject myself to a few brick bats."

Mr. Beckett, in his remarks, also took exception to the attitude of the Retail Merchants' Association towards the Board of Commerce, and believed that the retailers were ill-advised in opposing the rulings of the Board.

The illustration shows a section of the gramaphone display in the hardware store of Bonthron and Drysdale at Hensall, Ont. As will be seen every facility is provided for making prospective buyers, especially women, comfortable while they are hearing the various machines or records. Particular care is taken to keep every machine looking its best.

Says Phonographs Are Profit Producers

Bonthron & Drysdale, of Hensall, Ont., Are Handling More Than One Hundred Machines a Year and Find the Business Growing Steadily — Some Tips on How to Sell Both Talking Machines an d Records

Based on an interview by C. E. PARSONS with James Bonthron, of Bonthron & Drysdale, Hensall, Ontario

BONTHRON & DRYSDALE, of Hensall, Ont., believe in selling anything for which there is a demand in the community. Two years ago they decided that there was an opening for excellent business in the sale of talking machines and at once got busy and tried out their idea.

"It was a good move all right," said James Bonthron, in discussing the business with HARDWARE AND METAL. "Last year we sold over one hundred machines and this year we hope to do even better."

A Prosperous Field

Right here it might be mentioned that while the village of Hensall only has a population of 792 it is the centre of the district where more of those small, delicious, white onions known as "Dutch sets," are raised, than any other section in Canada. Carloads of them are shipped every fall from Hensall to all parts of the Dominion, and in return many substantial cheques are received. Raising onions, however, is only one of the pastimes of the people. There are any number of fine farms in the section and money is plentiful in the townships around Hensall. A further evidence of this is the fact that almost ninety per cent. of the farmers in many sections own their own automobiles.

Got Quick Results

So much for the prosperity of the people. Bonthron & Drysdale got immediate results when they let the people know that they had gramophones and records to sell. Of course they did not go at this matter in a hit or miss fashion. Window and store displays of talking machines were arranged and then these were backed up by consistent advertising.

Every week in the home paper Bonthron & Drysdale have a double column message telling about the stock they have to offer and its prices. Gramophones are featured regularly and generally an attractive illustration of a nice looking machine is shown.

How It Was Done

Here is the wording of a typical advertisement:

JUST YOU HEAR THE ——

Plays All Records At Their Best
We Have A Splendid Assortment
To Choose From NOW
Prices From $25 To $280

The firm did not run just one announcement and quit. The first ads. brought results and it was not long until the firm had quite a number of machines of one size and the other out. At regular intervals they told the people about their gramophones and their records, and they continued to get results.

"Every machine we sold meant a lot of free advertising for us," said Mr. Bonthron. "The owner invited his friends in to hear concerts, and it wasn't long before they began to come into the store and inquire about this or that machine.

Followed Them Up

"Of course we not only followed these people up closely and arranged to give them demonstrations in their homes, but we got in touch with a number of other prospects. Selling gramophones in some cases is often a case of persistency. If you get a prospect and follow him up, you get him. If you don't follow him, you don't get him. In a great many cases, the machines simply sell themselves. We find that people in general are interested in music and the wide variety of selections offered by the gramophones carries a wide appeal. There is an important point in this con-

nection in selling records. It is important that a good selection be kept on hand for demonstrating. It is equally important that before one commences to sell records that he find out the likes and dislikes of the prospective buyer. In showing off a machine it would not be advisable to put on a jazz band piece for some woman or professional man who likes orchestra or violin music. It is an easy matter to find out by asking a few questions just what the buyer likes and it makes a considerable difference in the attitude he or she may take towards the machine. If they are favorably impressed to start with it helps materially in closing the sale."

A Good Method

Mr. Bonthron states that the firm finds one of the best methods of closing sales is when they get a prospect to either deliver a machine at once to their home on three or four days' trial or have them come into the store and select the style of machine they think they would like best and then let them have it on approval for a few days. In a great many cases the machines never come back.

The firm is planning to try out the idea of store concerts and believes that good results will follow.

Keep Stock Displayed

As may be seen from the accompanying illustrations the firm believes in keeping its stock out where it can be seen all the time.

"One of the best plans we have," said Mr. Bonthron, "is the use of display tables. We use a number of these and keep them changed around in various parts of the store. It is really surprising the amount of goods that is sold from them. We find that table after table will be emptied of such lines as are on display in a very short time. This means a great deal to us, especially during those seasons when we are rushed, as people can go and pick out what they want, and bring it over to be wrapped up and no time is required in either showing them or selling them the articles. At times here we are rushed from morning until long after six and every minute that we can save is of importance."

Helps The Store, Too

Mr. Bonthron said he believed that the display tables had a very distinct value also in impressing people with the fact that the store carried a good stock.

"When they see different tables filled with new lines every time they come in it creates the impression in their minds," he said, "that we are handling a great deal of merchandise and also that new consignments are continually being put out for their inspection. This appeals to a very large percentage of people, especially farmers who like to see plenty of stock in a store. We find that both the farmers and their wives take a real interest in looking around all the time they are in the store and we aim to have something that will be of interest to them everywhere they look."

Keep It Attractive

Particular attention is given by Bonthron & Drysdale to keeping their stock looking attractive. In the stove department everything is shining. In the gramophone department everything is spick and span and neatly arranged. The tinware and aluminumware makes a fine showing because it is not only neat and clean but well arranged. And so on all through the store. As may be seen from the illustrations, even such lines as forks and shovels and pumps, which in many stores are often to be found strewn around some place on the floor, are, in Bonthron & Drysdale's store, neatly arranged.

Mr. Bonthron believes it pays not only from the standpoint of keeping the store looking attractive but also because time is saved in getting at whatever is needed and in showing it to a prospective buyer.

Sell 100 Stoves

During the season the firm's stove sales, one year with the other, will average 100. Mr. Bonthron states that price is no longer the consideration with the average buyer, especially the farmer.

"It would not be wise to attempt to sell an ordinary looking stove at a comparatively low price," he said. "The farmers who are buying stoves these days want a real stove. They want something that is attractively finished and something that they are satisfied is going to give them service. The handsomely finished, higher-priced stoves are in demand. Most buyers realize that they are not buying a stove every day and that they might as well get something worth while while they are buying. The farmers have plenty of money and are not afraid to spend it but they want value for it."

Ofter Make a Trade

The firm frequently makes a trade in stoves and Mr. Bonthron says they have found it good business, as there is never any trouble in disposing of the stoves that are taken in exchange.

"Sometimes," he said, "we get three old stoves in a deal for a new one and by fixing them up a little and putting them in good shape we find a ready sale for them."

People, he said, like to be shown about stoves. They like to understand why one stove will do work that another will not, or why one stove is adapted for heating while another built on different lines is a wonder for cooking. They like to have all these points fully explained, to be shown just how the stove is operated, and then make their own selection.

Giving Good Service

Bonthron & Drysdale make a point of seeing that all stoves they sell are set up and left in perfect working order. This is an important matter and one in which real service can be rendered. It is in rather striking contrast to the methods of the mail order firms which ship a stove and then leave it to the buyer to put it together and get going.

The firm also maintains its own auto delivery service and it has worked out most satisfactorily.

"I am certain," said Mr. Bonthron, "that we have got a lot of business that we never could have got in any other way. People appreciate quick delivery and the service we can give them. Aside from this we find it economical also.

Educated Wrongly

The firm is working as much as possible towards doing business on a cash basis.

"With so many prosperous farmers in this district," said Mr. Bonthron, "we find many people anxious to pay cash for everything they buy. The trouble, generally speaking, is that the buying public at large has been educated the wrong way for so long a time that they seem to take it for granted that credit

"Store display," says James Bonthron of Bonthron and Drysdale, Hensall, Ont., "is one of the most effective aids in increasing turnover." The display tables shown above, the silent salesmen, the counter and store displays are one of the reasons he says why their stock moves so fast. People always like to inspect a good stock and the firm plans to

Neat arrangement of stock is one of the features of the store of Bonthron and Drysdale at Hensall, Ont. Keeping all the stock looking its best is another. Both are big helps in keeping merchandise moving. Note in the above illustration the display of pumps, shovels and forks. Also the tinware and enamelware on the shelves at the rear.

is the thing to be expected. Under present conditions merchants need all the money they can secure to carry on their business and the less credit that is given the better."

Labor-Saving Devices

A steadily growing demand for all kinds of labor-saving devices is noted among the farmers. Mr. Bonthron expects this will increase all the time, especially with the extension into the farming districts of hydro power lines.

"Our sales of washing machines will average fifty each season," he said, "that is of hand machines. The farmers and the farmers' wives are eager to secure anything that will either lighten their work or save them time. Securing dependable help has been a real problem in the farming districts for some time and every minute that can be saved, or every task that can be lightened, means money.

Using Gasoline

While electricity is not yet generally available in Hensall district, the firm is starting to push a washing machine that is operated by a little gasoline engine and expects to develop a good business.

As might be expected in a community of prosperous farmers paint sales are good and are maintained all the year round.

"The people of this district," said Mr. Bonthron, "have the money and they believe in taking care of their property. Farmers paint their homes and buildings and implements and householders take a pride in keeping their homes attractive. We find our paint sales steady throughout the year. Every Spring and Fall we send out a number of circulars and we get good results."

Auto Finishes, Too

Mr. Bonthron says that there has been a steady increase in sales of auto finishes. With so many cars in the district the firm has a good field to work in and between its newspaper advertising and its store displays, as well as the talks the salesmen have with car-owners when they are in the store, a great deal of

crouse and hold their interest every minute they are in the store. Mr. Bonthron says that the firm has found that people like to look at new goods and by constantly changing the displays and moving them around in different parts of the store, the impression is created that new consignments are continually being set out.

interest is aroused. In this connection, as in other departments of the business the idea of giving all the service possible is carried out. If a man or woman comes in to buy paints or auto finishes, the salesman gives all the assistance possible in telling how the work should be done, how it should be prepared, the best brushes to use for finishing and so on. It is found that this service is greatly appreciated and that it makes for future business and satisfied customers.

A Popular Line

Mr. Bonthron stated that the firm turns its stock of graniteware six times a year. He attributes their excellent sales to newspaper advertising, window displays and constant store displays. As may be seen from the illustrations, the firm has both shelf and table displays of these lines and finds that they produce splendid results.

"We are endeavoring to educate the people to buy more aluminum ware," said Mr. Bonthron, "and we find that our efforts are succeeding. Sales in this department are developing steadily and we find that people are well pleased with their purchases.

Auto Accessories

Another section that is developing rapidly is that devoted to auto accessories.

"We find that we have to enlarge our stock all the time," said Mr. Bonthron, "as a result of people asking for this and that. It is a nice business and judging by the way it is developing will be an important department."

During the year the firm handles two carloads of roofing and four of wire fencing. Sales in both of these lines are boosted by seasonable advertising and by keeping in close touch with prospects all through the country districts.

Watch Your Collections and Save Trouble

It is Essential With Conditions as They Are That Merchants Keep a Close Check On Outstanding Accounts

WATCH your collections. With conditions as they are at the present time, it is more than ever essential that merchants keep a close check on all outstanding accounts.

In line with a policy that has been gaining more followers every year a number of merchants are announcing that they will in future conduct their business on a cash basis. Among these are several hardware firms.

Here is the announcement made this week by Bridge Bros., hardware merchants, at Thessalon, Ont.:

THE CREDIT SYSTEM

is our greatest problem. We have many good "credit customers" whose trade is desirable. We sell them goods at exactly the same prices as we charge "Cash Customers." In the past, the man who got his goods charged received a better bargain than the one who paid cash, as he not only had the goods when he needed them, but he had the money to use elsewhere. To accommodate these "credit customers" we had to borrow money from the Bank to carry on.

This method of doing business is out of date. In future we will give One Month's Credit to customers deserving it. At the end of the month all accounts must be settled by cash, or note bearing 8 per cent. interest until paid.

WE BUY OUR GOODS ON THIRTY-DAY TERMS AND HAVE TO PAY FOR THEM IN THIRTY DAYS. OUR CUSTOMERS MUST DO LIKEWISE.

Are Doing It Also

Buchanan Bros., who conduct a general store in Thessalon, Ont., in the same issue of the local paper, make the following announcement:

WE MEAN IT!

The year 1920 is to be a Cash year at this establishment. It is good for our customers and for ourselves to do Cash business only. Prices are exorbitant. Everything we eat and wear costs practically One hundred and Twenty-five Per Cent. more than what it did in pre-war days. To get through these strenuous times people will have to economize.

BUY ONLY WHAT IS NECESSARY AND PAY FOR IT!

When prices ease up and the commercial atmosphere looks brighter, those who follow this advice will have means to take advantage of the new era of prosperity. In consequence of selling only for Cash, every line in our big stock can be purchased at much more reasonable prices than if the credit system still prevailed. Come—inspect, and judge for yourselves.

MUST BE WATCHED

Whether this plan is adopted or not it is essential that collections be closely watched. Many merchants state that it is the large number of little accounts that give them the greatest worry and that eat themselves up in collecting.

Now when you have either finished or are busy with stocktaking and are entering one of the quiet periods of the year is a good time to get after delinquents. Some merchants make a personal canvass, others send out a letter, others use a series of letters, each a little more insistent than the last Still others use their regular space in the local newspaper as a collection agent

For instance, the hardware firm of O. B. Henry & Company, at Drayton, Ont., in the last issue of the local paper, had the following:

STOCK-TAKING NOTICE

We started on the 12th inst. at our annual stock-taking which will take us the balance of this month to complete.

All our accounts are being rendered as fast as time will permit and we must ask all who have such to give same prompt attention.

If there are some who cannot come forward with the Cash, we must insist upon note for settlement, as no account will be carried forward to our new ledger. Trusting this notice is sufficiently plain for all.

Nearly 300 Per Cent. Increase in Paper Bags

Since 1915 Merchants Have Been Called Upon to Pay Nearly Three Times as Much for Bags for Wrapping Purposes

THE increase in the cost of paper has, of course, affected paper bags and wrapping paper used extensively by merchants, and in turn has added to the cost of living so far as the consumer is concerned.

In 1915 merchants could purchase 1,000 2-lb. bags for 67 cents. This price rose to $1.30 in 1916, $1.80 in 1919 and to-day stands at $1.86 per 1,000.

Suppose a merchant is selling 100 lbs. of sugar in 2-lb. paper bags. He has to use 50 of these in weighing out the sugar. In 1915 it cost him 3 3/10 cents for these 50 bags. In 1916 they cost him 6½ cents, in 1919 9 cents and to-day 9 3/10 cents. This shows an advance of nearly 300 per cent.

Similar advances have occurred in 5, 10 and 20-lb. bags. For instance, in 1915, 1,000 5-lb. bags cost the merchant $1.25. To-day the cost of the same quantity is $3.50. Whereas it cost him 2½ cents to weigh out 100 lbs. of sugar in 1915 in 5-lb. bags, it now costs him 7 cents.

The cost in 1915 of 20-lb. bags was $3.96 per 1,000. To-day the cost is $11.05 per 1,000. These figures are based on purchases of 10 M. and under 25 M.

These advances in cost of paper bags of course apply to all goods the merchant puts up in this way and delivers to his customers. This advance has to be taken care of in the gross profit the dealer secures, which naturally means still higher prices to the consumer.

In few, if any, lines sold by the grocer has there been such an advance in cost as in the price of paper bags and wrapping paper.

THE "BIG THING" IN SELLING

The One Rule That Has Stood the Test of 50 Years' Experience in Managing Salesmen

By E. C. SIMMONS, Chairman of the Board, The Simmons Hardware Company

Reproduced by courtesy of "System"

TRAINING men to sell has been a part of my work for more than half a century. We began with 1 salesman and have gradually worked up to about 600. That is the size of our sales force to-day—and as long as a salesman is with us he never quite escapes the instruction. I have followed the work of all these men closely, and modified the teaching according to the results they were getting, until to-day it is close to 100 per cent. the outgrowth of demonstrated needs. And if I were asked what I teach mostly, in all truth I would have to say that I teach companionableness.

This Goes Deep

Of course, this goes deep. There is no companionableness, none worth mentioning, without the fundamental business virtues. It breaks down and vanishes without knowledge, honesty and service. It must be accompanied by an intelligent and conscientious regard for the customer's interest and one's own. to be any good at all. So that in teaching these things, I have taught companionableness.

But after a man knows his line, and understands the principles of selling and service, something still is needed to make him companionable and a real salesman. And this something, while it may at times appear trivial and altogether irrelevant, is nevertheless of the greatest importance, and, I know from experience, it is one of the hardest things to teach.

Part of Training

It is the part of the salesman's training that enables him to find his customer's level and bring his merchandising message right there. My experience has been that salesmen most often fail in just this. They have not learned how to be ordinarily agreeable and interesting with their customers.

I find that a great many more men want to be companionable than know how. And not a few think they are so when they are not. It is surprising how many men have been brought up in good homes, gone through good schools. and even spent years in business, without having learned the rudiments of it.

Must Look Happy

Sometimes intelligent men look at me sourly and speak of the importance of being good mixers. They would like to be popular and yet they look glum. It can't be done that way. The first lesson in companionableness is to look happy. I tell our men to get their good nature on the outside of them; nobody can see it when it's down in their boots.

And I realize that they cannot do this to the best advantage without the help of the boss.

Not long ago I had an interesting talk with a man who now has a large business of his own, but who was formerly with us.

Can Always Find a Chance

"You told me something 20 years ago," he said, "that has stuck with me ever since. I had written a letter to some of the salesmen and brought it to you for criticism before sending it out. After you had read it, you said:

"'It's good, but you forgot one thing. You forgot to encourage them. There is always some ground for encouragement. You could at least have told them that they were faithful.'

"It was one of my great lessons," he said, in simple appreciation.

No matter what cautioning or correcting I have to do, I always make the most of every opportunity I can find for encouragement. And the pay envelope is one of the best opportunities.

Salaries Are Good

Our salesmen's salaries are good, many of them earn bonuses, and at the end of the year their records are carefully gone over so that we may catch anything that may justify further payments.

This, I can see, is building contentment, and therefore companionableness.

But there are several other things besides a long face, things just as easily avoided, too, that keep salesmen from getting merchants to warm up to them.

Any little display of greenness will do it. I have known new salesmen to lose good customers simply by having to look up something in the index of the catalogue, instead of turning directly to the page they wanted. One of the first things we have salesmen do is to learn the index by heart. It is a small thing, but one of those small things that count big.

Slow to Change

Merchants are mighty slow to change these bad first impressions. For this reason, we seldom break in a new salesman in the territory he is to have permanently. We let him make his mistakes somewhere else, and then leave them behind him. When he goes to his permanent customers, he is experienced.

Big-headedness is one of the worst non-conductors of companionableness. I find I must take special precautions against this, because I want our salesmen to feel that their work is the most vital part of our business. I tell them so; it is a fact, and knowing it gives them a proper sense of responsibility. But their work is not vital if they are big-headed; it is deadly. Companionableness is what we are after, and the essence of it is meeting the other fellow on his level.

Stand In His Way

Sometimes, however, a man's very efforts to be genial stand in his way. That was the case, I remember, with a young Southerner we employed a few years ago. He didn't do at all well, and I finally called him in to see what was the matter. I found out before he had been in my office 10 minutes. He sat down, pulled out one of the side drawers of my desk, and put his feet on it. Then he began talking in an unpleasant slangy drawl—and did most of the talking.

He was too friendly.

I pointed out some of his good qualities, the qualities that had caused us to employ him, and told him I believed he had it in him to make a good salesman. It is generally a good plan to put the honey before the sting, I find. Then I proceeded to explain that it was merchants, not college freshmen, that he had to please.

He must—simply must—consider their point of view, I told him, and adapt himself to them. The strategy of the thing was to do what would make them warm up to him, not warm up forthwith to them. Last, but not least, he simply must cultivate a pleasant voice—how many, many business men need to do that very thing!

Well, the Southerner has for months been one of our bonus men.

An End to a Bad Practice

One of the worst of the wrong ways of being sociable with customers is drinking with them. Happily that is passing everywhere now, but I think the most courageous think I ever did was to set my foot down on the practice back in the early days of our business. It was in 1869, I believe, and we had only four salesmen. Three of them were only fair, and the fourth was considered the best hardware salesman in the United States, in point of total sales, but he drank with his customers.

I asked him to stop, explaining all my reasons, but he didn't. I told him he must stop and he didn't. I told him again that he must, and he finally said

plainly that he had no intention whatever of stopping it.

Then I paid him and let him go.

Was Conventional

It was especially courageous, because in those days the practice was more or less conventional. But, aside from the momentary setback we got just then, our first stand on the question has been an immense advantage to us from the beginning; and in a way, this has been a triumph of sociability. For drinking with customers is at bottom largely a process of selling them by dulling their judgment—whether intentionally or not. That is, of course, just the opposite of true companionableness; and it sooner or later runs upon its own limitations.

It is not always easy, when a salesman is not doing well, to see what the trouble is. Sometimes I have found out by writing to his customers. After all, it is the customer's point of view that is needed. And the mere fact of the inquiry often binds the customer closer to us.

What Helps it?

But these things are mostly negative—things that are obstructions to companionableness. What helps it along?

Good small talk, for one thing. Its value is inestimable.

I have been speaking of salesmen in the narrow sense, but most of what I have said applies to everybody in business. We are all selling something. And for the sake of small talk, if nothing else, it is a very good thing for all of us to have some hobbies. I have for years been very fond of bridge and golf, and the two games have been an opening wedge into the hearts of a number of people. They have furnished an easy point of contact, both as something to play and as something to talk about, and have led into some much-prized friendships.

My sons, who are now the active heads of our business, are all fond of sports, I am glad to say. They are just average players. Probably they are better off than if they were stars. They are less likely to waste time at the games, and are companionable with more players.

This Is Useful

Some familiarity with the theatre is useful, especially in the cities; in many circles it is the stock self-starter of conversation. And wherever a man is, all that he knows about business and religion and politics may not give him as easy an approach to a customer as the simple fact of his having read a book like "The Young Visiters."

The truth is that people do not usually get into conservation first by way of their vital interests. They discover—"get used" to one another, as the negroes say, by small talk, and then go on from that to the serious business. Thus the man with no small talk is handicapped in every direction.

Our own salesmen deal entirely with retail merchants, and their problem is consequently to adapt themselves to the interest of retailers. It is a peculiar problem, and different in some respects in different parts of the country. One way we have of meeting it is, having our salesmen live in the territory they sell. As soon as one of our salesmen is given a permanent territory, he goes out and makes his home in it.

There are, of course, several reasons for this. It enables the salesman to spend more time with his family. His expenses are reduced. But, important as these advantages are, the most important is that living in the community gives him more nearly the point of view of his customers.

More Companionable

He can see their needs better. He learns to talk their language. His own public and private interests coincide more with theirs. He becomes more companionable with his trade.

We make it a point, also, to have at headquarters, as sales manager for each district, a man who has lived in the district. Besides knowing its peculiar needs, he can talk about people and things there in a way that will make merchants who visit the store feel at home.

In addition to special local interests, I have found that there are four subjects that are good for small talk with practically all retail merchants; and in their training, and afterward through my weekly letters, I am continually reminding the salesmen of these four subjects.

Start With Question

I teach them that the way to open up these subjects, or any others, is with a question rather than an opinion. An opinion may shut the merchant up tight. He may not agree with it, and he may not care for the salesman's opinion anyway. A question on any one of these subjects, however, is usually appreciated, and usually gets the merchant to talking in a friendly way with the salesman, and that is the purpose.

One of the subjects is insurance. The merchant is practically always ready to talk about it. He nearly always feels that it costs him too much. If he hasn't burnt up, he generally wishes he hadn't had the insurance. Consequently, it is a live subject.

If the merchant has children, he will appreciate an interest in the local school facilities, and be glad to talk about them.

He's Bound To Like You

A merchant with children is generally pleased if you ask him if he has a picture of them with him. More often than not he has, and, in any case, he is glad to tell you about them.

Fourth, he will often be glad to talk about his strongest competitor. He likes the salesman to be interested in both his difficulties and his triumphs.

I would not have a salesman open up one of these subjects, or any subject, if his interest was not perfectly sincere. My advice to our salesmen is to be interested in the subjects first. With the interest established, the questions and the talk about them come spontaneously.

Right and Wrong

Of course, there are right times and wrong to bring up any of these subjects, but the salesman who bears them in mind will find many occasions when they will serve him. He will find occasions when, if he would begin with gimlets and screws, he would probably get nowhere; but when a casual discussion of one of these subjects will lead up to an order, an invitation to supper at the merchant's home, and lasting friendship with the merchant. I have seen it happen many times.

It may not be easy to see why business and human intercourse in general proceeds by these methods. But it does—and that is the essential thing.

Help Customers

We encourage our salesmen to do everything in their power to help our customers to prosper. If they see an unusually attractive display of goods in the windows of a store, we suggest that they say to merchants in other towns: "May I tell you how So-and-so dresses his windows very attractively with such-and-such goods?"

A great many retail merchants are not possessed of any particular skill in window dressing, and my experience has taught me that they are always pleased to have suggestions of this kind, if properly made, and in a modest manner.

Again, if there is something that is selling very freely in other places, it may be well to bring it to the attention of the merchant, especially if it is a new article which the salesman can truthfully speak of as a coming article to sell.

The Vacuum Cleaner

The vacuum cleaner has been such an article with us. A few years ago, we sold hardly any of them. Now they are in great demand. But the demand existed potentially before all the merchants were aware of it.

Our salesmen have often managed to be of considerable assistance to customers in pointing out how the building of electric plants and the increasing wealth of the people had made for the sale of vacuum cleaners in other towns.

The same might be said of washing machines. Ofttimes, a salesman can say to a customer: "Our mutual friend down at ——— is selling a great many washing machines. Have you had that kind of experience here?"

Keep Well Posted

Again, our salesmen have found it worth while to keep reasonably well posted on the topics of the day. The salesman—through the advices of the house or the house organ, as well as through the daily papers—is usually

better informed on current affairs than the merchant he visits; and, while I believe it is better, in many cases, for him not to introduce these topics, yet it is a good thing for him to be prepared to answer when the merchant asks.

In other words, the salesman should bring the customer something in the way of interesting news or information on every visit; and if he has not sufficient resourcefulness of his own to do this, he should write to his sales manager for suggestions, and he should never be ashamed to do it either, because no one man knows it all.

Tell Him to Save It

If the salesman has the opportunity to read an illustrated paper, and sees something in it that would interest a customer, we tell him to save it, and when he visits the customer say, in the most modest way possible: "Have you seen this? It is rather interesting." In other words, we tell the salesmen to do some little act of kindness every day, and as many times a day as he can.

Many times merchants have told me they were particularly glad to see our salesmen, because they always brought them something new and interesting.

There is, of course, no end of subjects that merchants like to talk about. I nearly always find some new ones to suggest in my weekly letters to the salesmen—perhaps some experience of my own, with a point to it; or something about business conditions, based, likely as not, on the reports of our salesmen; or any apt saying I run across, like "Short accounts make long friendships," or those lines of Kipling's:

It wasn't the bloomin' armaments, nor the funds that they could pay,
But the close co-operation that made them win the day;
It wasn't the individual, nor the army as a whole,
But the everlastin' teamwork of every bloomin' soul.

It would have been hard, of course, not to tell them about the old woman who, when she was asked how she felt, said: "I do feel better, but when I feel better I always feel bad; because I know how bad I am going to feel."

I find that almost anything that interests me interests the customers.

There are a few subjects, however, which I carefully avoid, and tell the salesmen to avoid. One is politics. Another religion. People differ too radically and violently on them. Controversial matters, in general, are better left alone until a man is sure of his ground. The object is to do business, not to run the country or unite the creeds.

Practises It, Too

Now, I do not teach the salesmen to be companionable, and let it go at that. I try to be companionable myself, for my own sake as well as the salesmen's. I try to be companionable, first of all, with the salesmen. That is the tone of my weekly letters. I do not write down to the men. I write as one salesman to another. And this is the tone of my personal dealings with them.

In the old days, I used to have them all come out to my house for dinner around Christmas-time, not to get acquainted with the boss, but because they were acquainted with him—in a way, I like to think, that made the dinner the most natural thing in the world. The number of men, and their scattered homes, have long since made the Christmas party impossible; but, as far as I can, I keep up the same relationship with them.

Made Special Study

I also try, as every executive in the business does, to be companionable with customers, just as we ask the salesmen to be. For one thing, I have made a special study of the art of entertaining customers who visit the store, and do everything in my power to make their visits agreeable.

So it goes. Golf talk spells companionableness for a golf player, a book for a woman on a journey. Kindliness on one side, and appreciation on the other—that is the essence of it. And it is an open sesame to business.

The Essential Way

I hope I have made it plain that we think these methods good only as they are symbols of a deeper kindliness. When we built a hatchet that would balance on the claw, and an ax-handle that would not tire the workmen's arms so soon; when we have told merchants, as we do on every letter-head that goes out to them, that "The recollection of quality remains long after the price is forgotten"; when we accepted the principle that "A jobber's first duty is to help his customers to prosper"—we were being companionable in the essential way.

Wall displays will help you sell more merchandise because they not only carry a real interest for everyone who comes into your store but they help you to display stock attractively. The more lines you can keep out where people can see them the more you are going to sell.

Annual Meeting of Paint Men

Officers Elected and Year Reviewed—Record Business of 1919 Likely to be Eclipsed by That for 1920

AT the annual meeting of the Canadian Paint, Oil and Varnish Association, held in Montreal, matters of importance were considered, officers elected for the new year, and plans considered for 1920.

Among the reports received, that of the "Save the Surface" Committee of the association received an enthusiastic reception, and the work of the committee was highly commended. After the reception of this report a unanimous decision was approved, relative to a continuance of the campaign for the next few years, completing the plan to use this form of publicity for five years in all.

GEORGE HENDERSON

President of Brandram-Henderson, Ltd., Montreal, who has been re-elected as president of the Canadian Paint, Oil and Varnish Association.

The committee is being continued with almost the same personnel as that of last year, excepting that John Irwin will replace A. W. Poole. The committee as revised is as follows: George Henderson, R. C. Misson, H. E. Mihell, John Irwin, and A. T. Black.

Reports Are Good

Reports, generally, indicated that excellent business has been done in 1919 by all sections of the trade, turnovers having been particularly heavy on many commodities. Reports also indicated that, while a very excellent opportunity exists for the exploitation of foreign trade, domestic demands are such as to absorb the bulk of manufactured lines, and to this trade the manufacturers are giving first attention, it was pointed out. Any excess output will probably be offered to the foreign, or export trade.

During the progress of the meeting, the association was favored with a visit from Lloyd Harris, late head of the Canadian Trade Mission to London, and who outlined how extensively Canadians could enter foreign markets, were they in a position to manufacture goods for prompt delivery. Mr. Harris asserted that excellent markets were available, where first-class credits could be secured, and often on a cash or short-term basis.

The New Officers

Officers for 1920 were elected as follows, the list being practically unchanged from last year: President, Geo. Henderson, president Brandram-Henderson, Ltd.; vice-presidents, Walter B. Ramsay, president A. Ramsay and Son Co., Montreal; L. C. Stephens, Geo. F. Stephens & Co., Ltd., Winnipeg; Thos. F. Monypenny, vice-president Imperial Varnish and Color Co., Ltd., Toronto, while the following were elected directors: Andrew E. Hay, Pratt and Lambert; J. C. Pendray, British America Paint Co., Victoria; W. W. Ingersoll, vice-president and secretary Dougall Varnish Co., Ltd.

WALTER B. RAMSAY

Of the A. Ramsay & Son Co., Montreal, re-elected as Vice-president of the Canadian Paint Oil and Varnish Association.

Tin Plate Scarcer and Advances Frequent

Supplies of Tinplate Scarcer Than Ever and No Possibility of Early Improvement—Supplies From Britain Absorbed in Europe

ADVANCES are being made right along for tin plate. Under these conditions containers will rule higher and higher. This is the information given HARDWARE AND METAL by Fred R. Whittall, managing director of the A. R. Whittall Can Co., Ltd., Montreal.

"We are not anxious to sign up business at this time," said Mr. Whittall. "For, although we are getting delivery of ten cars of plate daily, the demands are greater than available supplies, and it is impossible to buy plates, for there is no surplus, nothing additional is to be had. The mills have so suffered, owing to the coal and steel situation, that they are now three months behind with deliveries.

"The position is even worse on raw material used in making lead and putty irons, supplies being very scarce. And the big season is just beginning."

Asked as to the possibility of obtaining supplies of British plates, Mr. Whittall said that there was less probability of relief from there than ever. "There is no such thing as English plates, as far as this market is concerned," said Mr. Whittall. "The manufacturers there are getting a good market and a bigger price from Norway, Sweden and other countries nearer home, and are selling there at 20 per cent. more than they can obtain here. Naturally, they will build up their trade nearer home, under these conditions."

Standardization Big Help

HARDWARE AND METAL asked Mr. Whittall what the effects of standardization would be, as adopted last year by the paint makers. It will be recalled that the plan to adopt standard sizes of cans would take some time before the plan could become completely operative, and as a matter of fact it will not be in full working force until the beginning of 1921.

"When this plan is working it will enable us to give much prompter delivery. Instead of having to make up an order to the specifications of a manufacturer, we shall be able, then, to fill an order much more quickly, and this will be a big advantage to the trade," concluded Mr. Whittall.

What Is Your Objective?

One Eastern Firm is Preparing to Handle $2,000,000 Worth of Automobile Accessories This Year—Difficulty is to Get Enough Stock to Meet the Requirements of the Trade, Declares Manager

IN discussing with the sales manager of a large wholesale hardware concern, operating in Eastern Canada, the outlook in the auto business, HARDWARE AND METAL was informed that the objective of this house called for a selling in 1920 of no less than $2,000,000 worth of automobile accessories.

To further amplify this statement the informant took the writer to one of the floors of the warehouse and pointed to an immense quantity of automobile bumpers. There were actually car-loads of these and still this was but a small part of the stock which was on order. A great many carloads of this one item alone will be sold during the coming season.

Indicate Great Growth

The history of this firm as it relates to the sale of automobile accessories and equipment is a very brief one. That is to say while some lines of automobile accessories have been handled for a number of years, the expansion of the business dates over a very few years, and in fact, the expansion has been greatest within the last two years.

Imbued with a faith in the future of the automobile industry in Canada, the sales manager of this firm undertook to create a department to follow up his own ideas in a very large way. His faith in the future of the industry has been fully justified by results, and this department of the business did share one of, if not, the largest in the whole business and that is saying a great deal, for the outturn on hardware by this firm is immense each season.

What of Stock?

The great difficulty confronting the jobber as well as the retailer to-day as it refers to automobile accessories is that of securing adequate stock. Manufacturers are heavily booked up for many months ahead and those who have not specified their requirements before now will stand very little chance of getting stock.

For the retailer, the outlook is excellent and it would seem with a very considerable increase in the number of cars in each Province of the Dominion, there is no hardware dealer who cannot cash in on the sale of automobile accessories in a very large way. It is simply a matter of getting after the business, for it exists and can also be created. The owners of cars must have equipment and a survey of one's own district will reveal opportunities which have not before been thought of.

There are various ways of soliciting business, but in the meantime the dealer will do well to look his stock over and decide what he can sell in the coming months. To use a judicious amount of advertising; to winter display; and to a better acquaintance with owners of cars on the part of the dealers there is no doubt but that a very substantial business can be done by those who go after it.

Displays of auto accessories are easy to arrange and not only make a most attractive showing, but carry a real interest for every car owner who sees them. The illustration offers suggestions for a display. Don't forget price cards. They will help sell the goods.

EDITORIAL COMMENT

STILL GOING STRONG

"WHAT are the transportation needs of America, passenger and freight, and when will they be met?" This was the question asked at a recent meeting of manufacturers of automobiles. "That is a question our children's children will still be asking," was the reply of one of the biggest men in the business. "Think back only ten years ago. You know the feeling when somebody announced a production of 5,000 cars for the coming year. Everybody pitied him. Short-sighted dealers shook their heads and said it couldn't last. There are, it is estimated, well over 8,000,000 registrations ahead for 1920, and I believe that the industry is still merely in its infancy. There can be no point of saturation short of the transportation needs of the country."

This is the view of the head of a firm which has doubled its capacity and then doubled it again and is still away behind with orders. Other auto manufacturers are in the same boat. The point is, what does all this mean to the hardware merchant? Every one of the cars that is turned out is going to need supplies and accessories. The automobile business has developed from nothing to one of the biggest propositions in the commercial world. Similarly many hardware merchants have seen their auto accessory departments develop from a mere experiment of a few spark plugs and wrenches into one of the most attractive and most profitable sections in their store. And from the hardware merchant's standpoint the beauty of the whole situation is that the business is growing steadily and will continue to grow in just the proportion the auto business grows.

DO YOU DO THIS?

"WE have what we advertise and we advertise what we have," is the slogan which an Eastern Ontario hardware firm has adopted to close its regular message to the people and it seems on general principles rather a good one. It is a policy which if carried out in a broad sense by every merchant in Canada would be productive of tremendous results. Just imagine the stimulus that business would receive if every merchant in the country adopted a progressive policy of this kind and advertised the merchandise he had for sale and then backed it up by having the stock of good goods. One of the best ways to sell more merchandise is to put it in stock and then let the people know that you have it. To get the best results this must be done consistently. That is, it is no use to put in a good stock and insert one advertisement in the local paper and expect the whole stock to move out. Advertising does not work on the plan of one big explosion as it were, but rather with the force of a steady pull. A daily or weekly message, as the case may be, will keep stock turning steadily if the copy is intelligently directed and seasonable lines are offered.

THE HOUSING GRANTS

A GOOD deal of interest is being taken by the men in the hardware and building trades in the attitude of the new Ontario Government regarding the housing scheme. Since it took over the reins of power, the Drury Government has not advanced any funds in connection with the housing scheme and before any further grants are made it is understood that the work as far as it has been carried out will come up for discussion. There are rumors also that some of the members may have questions to ask that will have an important bearing on what policy is to be pursued during the coming year. Ontario still has about $5,000,000 of its share of the Government allotment and the money set aside last year by the former Government. Up to date about 1,400 houses have been erected under the plan. Many of the municipalities which have been laying plans to relieve housing shortages during the coming summer are wondering just where they stand. The whole question will, it is understood, be settled in the next few weeks.

17,000,000 *BARRELS SHORT*

AS a result of the tremendous growth of the automobile business and the ever-increasing demands for cars, there is a far greater demand for gasoline than was ever expected. The situation is giving the oil men some anxiety as automobile production is increasing much faster than gasoline can be produced. At the present rate of gain of motor car output over gasoline, it is estimated that by the end of this year there will be a shortage of 17,000,000 barrels of gasoline. In order to overcome this the oil companies are spending large sums in seeking additional supplies of crude oil and a number of experiments are being made with a view of finding a substitute for gasoline. It is estimated that by the end of 1920 there will be no less than 8,675,000

cars in use and that the average car consumes 500 gallons of gasoline each year. There will, of course, also be a proportionately increased demand for lubricating oils. Last year almost 20,000,000 barrels of lubricating oil were marketed. Interesting figures showing the tremendous growth of the auto output are as follows: Number of motor cars registered in 1914, 1,700,000; 1915, 2,400,000; 1916, 3,400,000; 1917, 4,950,000; 1918, 6,146,000; 1919 (estimated) 7,500,000. In the same period the manufacture of gasoline jumped from an output of 34,762,790 gallons in 1914 to 92,700,735 gallons last year.

NOT A TIME FOR DOUBT

RETAIL merchants all over the country during the past fifteen months, ever since the signing of the armistice, have had a rather striking illustation of the fact that the man who has the stock and is prepared for business will get all he can handle. Just a year ago now "watchful waiting" was popular. In spite of their own better judgment, in spite of the views of some of the soundest business men in the country, not a few merchants were led away by the popular view on the street, backed by unwarranted statements in the daily press, that prices were due for a drop. As far as business was concerned the whole country developed into a huge guessing contest. On one side were the men who guessed that they would not buy because prices were coming down. On the other side were the men who took the view that a safe plan was to have the stock and look after their customers' demands. It has turned out that the men in the last class took the correct view. Prices have not declined and the men who did not buy have lost a good deal of money and trade by not having stock on hand. The same problem must be faced again in the coming months. There are still merchants who are looking for a drop in prices in spite of the fact that the stocks of goods the world over are bare. Until the tremendous world shortage that now exists is supplied and there is a surplus of merchandise, there is little chance of any material reduction in prices. One of the big troubles is going to be to get the goods and it is obvious that the man who has no merchandise on order is not going to have anything to offer.

LUMBER PRICES SOARING

IN spite of the fact that lumber prices have soared to the highest figures on record further advances are anticipated almost immediately. The members of the Western Lumber Association will hold their annual meeting in Winnipeg next week and, it is stated, that among the first business to be considered will be price revision. Enormous orders for lumber are already booked, many of them for shipment overseas. The lumber men claim that it is impossible to secure sufficient help to handle anything like the business that is offering. One of the largest hardware firms in Ontario showed HARDWARE AND METAL a letter this week from a firm in which it was stated that production costs had increased 189 per cent., while efficiency was sixty per cent. of what it used to be. The hardware merchant referred to above stated that ordinary lath, made out of cull pine, which formerly sold for $2.75 per thousand, are now selling at $19 and are hard to obtain at that. This, he said, is merely a sample of a condition that is general. Hardwood flooring prices, he declared, are even higher proportionately.

GET BEHIND THIS MOVE

THE announcement of Hon. Walter Biggs, the new Minister of Highways for Ontario, that the Government plans an expenditure of $60,000,000 during the next five years, is of keen interest to every merchant. Of special interest is the plan to be followed, that is the development of better roads all through the rural districts, rather than the expenditure of a large sum on one trans-provincial highway. Any movement towards securing more and better highways is one which deserves the heartiest support of merchants. Good roads are a most important asset in any community and particularly so to the business men. With the steadily increasing use of automobiles, especially among the farmers, better highways will mean better business wherever they are constructed. Farmers can not only come in to town oftener but they can bring in larger loads of produce and take home larger loads of merchandise. And the experience is that wherever good roads have been built, the farmers do these things.

Keep These Dates Clear
February 17, 18, 19, 20

Big Convention Ontario Retail Hardware Association at Hamilton, Canada — Programme Announced Shortly

EVENTS IN THE TRADE

Business Changes

Ford, Ont.—Dubensky Bros. succeed Edgar Bros., hardware.

Brampton, Ont.—Robert Lewis has purchased the hardware section of the business of Higgins & Large. hardware and plumbing.

Virden, Manitoba.—W. R. Gibson has purchased the business of the Miller Hardware Co. and the stock of the Deruchie Hardware Co. Business will be carried on in the Miller store.

New Firms

C. N. Cooper has opened a new hardware store at Richmond Hill, Ont.

George Raemer has opened a new hardware store at Bashan, Alberta.

The Ontario Hardware and Paint Store has been registered at Montreal.

Latimer & Johnston have opened "The New 20th Century Hardware Store" in the Allen Block at Collingwood, Ont.

Fire Losses

Fire, which started when 200 tons of molten glass forced its way out of the tank in which it was being prepared. caused a loss of several thousand dollars at the plant of the Dominion Glass Co., Toronto.

Obituary

The death occurred at Creemore, Ont., of James S. Carlton, aged 42, following heart trouble, which developed from an attack of influenza. He was formerly in the hardware business, but lately had been editor and publisher of the Creemore "Star."

Personal

H. Clare, of Clare Bros., Preston, Ont.. is in Winnipeg on business.

L. O. Charlesworth, hardware merchant at Wheatley, Ont., had his foot very badly scalded when a pan of boiling water upset.

W. O. Harrison has been appointed manager of the Aikenhead Hardware, Limited, Toronto, succeeding W. J. Lytle, who recently resigned.

D. G. Anderson, of Ottawa, has moved to Pembroke, Ont., where he has been appointed manager of the Steel Equipment Company.

Prior to his departure for Toronto, where he is joining the staff of the Imperial Oil Company, P. Kitson was the guest of honor at a banquet held in the Royal Alexandra Hotel at Winnipeg and was presented with a diamond scarf pin. He has been at the Winnipeg office for ten years.

At the annual meeting of the Rotary Club of St. John, New Brunswick, Edward J. Terry, local manager for James Robertson Co., Ltd., was honored in being elected president. Mr. Terry has been an active Rotarian for some time.

Trade Notes

A. W. Stickle & Sons, grocers and hardware, Bowmanville, Ont., have disposed of their hardware stock.

R. M. Paterson, hardware and furniture, Luseland, Saskatchewan, is retiring from business.

The Imperial Oil Company plans to erect storage tanks and a warehouse at Cornwall. Ont.

The erection of a new $200,000 warehouse at Sudbury, Ont., is contemplated by the Imperial Oil Company.

Soren Bros., Limited, will occupy their new factory on Van Horne St., Toronto, about the end of January.

Western Motor Company, Limited, has been granted permission to change its name to Western Motors, Limited.

The Provincial Secretary has accepted the surrender of the charter of the National Paper Goods Company, Limited.

The Provincial Secretary has accepted the surrender of the charter of the American Auto Trimming Company, Limited.

The partnership in the hardware firm of Stewart & Bowden, of Pembroke, has been dissolved, and the business is being continued by A. G. Stewart.

The Monarch Specialty Co., manufacturers of hardware, has been registered at Montreal by Charles P. Archibald and C. O. Monat.

The annual convention of the National Association of Paint Jobbers will be held at the Hotel Commodore, New York City, on February 16, 17 and 18.

The 1920 Motor Show of Eastern Canada, being held in the Motordrome, is drawing record crowds, and bids fair to be a success. A full report will appear in next week's issue.

Victor Wood snow shovels are to be made in Quebec City, HARDWARE AND METAL is informed, a company now being capitalized, but the name not having been chosen. Richardson and Bureau, St. Francois Xavier St., Montreal, will be the selling agents.

A joint dinner of the Dunlop Tire and Rubber Goods Co., Ltd., and Canada Cycle and Motor Co. salesmen and executives, was held in Montreal on Thursday of this week.

Kales Stamping Company, Detroit, Mich., are preparing to open a Canadian factory in Walkerville to manufacture automobile mirrors.

The Bluebird Washing Machine Co. of St. Louis will locate a Canadian branch plant at Brantford, Ont. J. B. Detweiler of the Steel Company of Canada, it is stated, will be general manager.

Montreal News

A. Birmingham, representing J. H. Graham of New York, is in Montreal.

Mr. Hackthorn, of the Glidden Varnish Co., Toronto, was in Montreal this week.

G. W. Carter, of the Eagle Lock Co., of Terryville, will shortly be in Montreal.

R. Cruise, of the Corbin Cabinet Lock Co., New Britain, Conn., is on a business trip in Montreal.

Guy Higgins, of the Glidden Varnish Co., Ltd., Toronto, was in attendance at the paint meeting.

H. S. Wry, representing Chase, Parker and Co., of Boston, is in Montreal on business.

J. A. Darlow, of the All-Way Oiler Mfg. Co., Toronto, was in Montreal this week visiting the trade.

John Richardson, of Richardson and Bureau, is away on a several weeks' trip to Ontario Western points.

H. E. Ring, representative of the Frank Mossberg Co., of Attleboro, Mass., is on a business trip to Montreal.

C. M. Woodburn, of the Hamilton branch of the Dunlop Tire and Rubber Goods Co., Ltd., visited Montreal this week.

T. H. Jordan, vice-president A. C. Leslie and Co., Montreal, has returned from a trip to New York and Philadelphia.

Starke, Seybold, Ltd., Montreal, have found it necessary to enlarge their offices considerably, and the work is now in progress.

W. H. Pfeffer, Northern Varnish Co., Owen Sound, Ont., attended the annual meeting of the Canadian Paint, Oil and Varnish Association.

D. E. Rogerson, of the Bicycle Supply Department of the Dunlop Tire and Rubber Goods Co., Ltd., Toronto, was in Montreal this week.

D. L. Scott, A. Roberigue and G. C. Thompson, of the Montreal branch of

the Canada Metal Co., attended the annual convention of the firm's representatives held at head office in Toronto.

E. E. Williams, manager auto truck division of the Dunlop Tire and Rubber Goods Co., Ltd., Toronto, attended the Motor Show this week.

Thos. F. Monypenny, vice-president Imperial Varnish and Color Co., Ltd., Works, Ltd., attended the annual meet- of paint and varnish makers.

Chas. Hickman, president and general manager of the Ottawa Paint Works, Ltd., atended the annual meeting of the paint manufacturers.

W. B. Northam, general sales manager of the Dunlop Tire and Rubber Goods Co., Ltd., Toronto, was in Montreal this week attending the Motor Show.

Mr. McKay, of Hamilton, was a visitor at the Montreal branch of his firm, the Dunlop Tire and Rubber Goods Co., Ltd., and attended the Motor Show while here.

Frank E. Fehlman delivered an effective address in Montreal this week on "Advertising Through the Retail Salesman." Mr. Fehlman's address was warmly applauded.

L. C. Stephens, of Geo. F. Stephens and Co., Ltd., Winnipeg, was in attendance at the annual meeting of the Canadian Paint, Oil and Varnish Association.

J. H. Gordon, sec.-treas. of the Sherwin-Williams Company of Canada, Ltd., is in the West on a trip of inspection to the various branches. Mr. Gordon will be absent some weeks and will go through to the Coast.

News From Regina

P. C. Larson, hardware merchant of Dilke, Sask., visited the city this week.

"Tom" Henderson is the new salesman in this district for Marshall Wells Co., Winnipeg.

A. Paul, representating the Louis MacLain Co., Ltd., of Winnipeg, was in the city this week.

Frank Woodell, representing the Thomas Davidson Mfg. Co., Ltd., was in the city this week.

H. P. Hubbard, representing E. C. Atkins & Co., of Hamilton, called on the trade this week.

Dennis Williams, of Armstrong, Smyth & Dowswell staff, is in Rochester, Minn., to undergo a serious operation.

H. Dector, of the Franco-British Supply Co., Winnipeg, is calling on the hardware trade in this vicinity.

Mr. McLaughlin has been made sales manager, with headquarters in Winnipeg. Mr. Henderson has been in the city this week.

Parks & Hythe have purchased the hardware business of Kyle & Marshall, Swift Current, Sask. Hythe at one time worked with Armstrong, Smyth & Dowswell.

P. Tinlim, who represents McKenzie Bros., Winnipeg, has returned from a vacation. He has been visiting friends in Nelson, Grand Forks and Greenwood, B.C.

G. R. Dowswell, of Armstrong, Smyth & Dowswell, spent the week in Swift Current, curling at the Swift Current bonspiel.

Announcement has been made that the Imperial Oil Company will spend $300,000 in Southern Saskatchewan this year, exclusive of extensions in this city.

The price of gasoline has been advanced ten cents and that of kerosene three cents in this city.

John Bate visited his home this weekend en route from Winnipeg to his territory on the Soo line as salesman for the Wood Vallance Co.

Provision is being made by the Legislature for some rural municipalities to buy barbed wire to sell to the ratepayers on terms.

Marshall Wells Co. have purchased nine lots in Regina, being 250 feet by 125 feet, with trackage facilities. They will commence building operations early this spring on a $200,000 warehouse. The company plans to make Regina its central distributing point for the province.

Appointed Manager of Victor Saw Works

F. J. Macdonell has been appointed manager of the Victor Saw Works of Hamilton, Ont., in place of H. W. Holmes, who recently resigned. Mr.

F. J. MACDONELL

Who has been appointed Manager of the Victor Saw Works at Hamilton, Ont.

Macdonell intends covering the Maritime Provinces and Western Canada. J. A. Evans, who has acted as office manager for the firm for the past seven years, has now joined the sales force and will look after the Province of Ontario.

Taken Into Firm as Active Shareholders

The James Walker Hardware Co., Limited, of Montreal, announces that Messrs. Arthur Trudel, Andrew Cross and F. C. Dawson are now associated with the firm as active shareholders. Mr. Trudel has been with the firm since 1907 as a builders' hardware expert. Mr. Cross joined the staff in 1910 and was first in charge of the tool department. For the last five years he has been in charge of the tile, marble and mantle department. Mr. Dawson has been with the company since 1906 and until January 1, 1917, was assistant accountant. Since that time he has been chief accountant, succeeding Mr. Holden. The officers of the company are: James Walker, president; D. S. Walker, vice-president; and F. Max Hill, manager.

Tenders Resignation Owing to Ill Health

F. R. Humpage, vice-president and general manager of the Wilt Twist Drill Co. of Canada, Limited, Walkerville, Ontario, has resigned his position, to take effect March 31, 1920. He has been in ill-health for some time and felt it necessary to divorce himself for the time being from all business activities and is leaving for Miami, Florida, the latter part of January, where he expects to remain a sufficient length of time to secure entire restoration of health.

Mr. Humpage has been connected with the company for about three and one-half years, during which time he has been successful in more than trebling the output and sales of the factory, and has also added new lines to the company's products, among them being that of the manufacture of reamers and milling cutters on a large scale and more recently the manufacture of a full line of special Ford reamers.

Mr. Humpage has always taken an active interest in all matters pertaining to manufacturing in Canada and has been instrumental and particularly active in endeavoring to raise the standards of manufacturing industries in Canada.

Annual Meeting of the Bissell Company

At the annual meeting of the stockholders of the Bissell Carpet Sweeper Company the following officers were elected for the ensuing year: Mrs. M. R. Bissell, chairman of the Board; F. M. Deane, president and treasurer; T. W. Williams, vice-president; Mr. R. Bissell, Jr., vice-president; R. E. Shanahan, secretary and general manager. Directors: Mrs. M. R. Bissell, T. W. Williams, F. M. Deane, M. R. Bissell, Jr., Irving J. Bissell, W. E. Gill and R. E. Shanahan.

Eighth Annual Sales Conference of the Steel Company of Canada, Limited

Four-Day Session Held at Hamilton, Ont., Attended by More Than One Hundred Representatives—Salesmen Are Optimistic Regarding the Business Outlook

MORE than 100 representatives from all parts of the Dominion attended the eighth annual sales conference of the Steel Company of Canada, Limited, held for four days at the Royal Connaught Hotel, in Hamilton, Owing to the unavoidable absence of President Robert Hobson, the representatives were welcomed by Vice-President Cyrus A. Birge and Charles S. Wilcox, chairman of the board.

A feature of the general discussions that took place was the opinion expressed unanimously by various speakers that 1920 will offer splendid opportunities for business. One of the difficulties, it was stated, is going to be to get production owing to scarcity of raw materials. The opinion was freely expressed that this condition is likely to prevail throughout the entire year.

Business Sessions

The business sessions on Tuesday, Wednesday, Thursday and Friday were in charge of George Spence, Western sales manager; H. T. Diplock, of Montreal, the Eastern sales manager, assisted by George A. Simpson, C. E. Harrison and Thomas Moore, of Hamilton, and D. J. Black, of Montreal.

On Tuesday evening a banquet was tendered the visitors. F. H. Whitton, general manager, presided as chairman most acceptably. Addresses were given by him and by Ross H. McMaster, of Montreal. A feature of the evening was an illustrated lecture by George Spence on his trip around the world.

On Wednesday evening a dance was given to the office employees and more than 150 couples spent a most enjoyable evening.

On Thursday evening a theatre party was held and on Friday visits were made, both to the Hamilton works and the Canada works.

Discusses Exchange

During the sessions H. H. Champ, treasurer of the company, gave an address on "The Exchange Situation," and in the course of it expressed the view that if Canadian investors would buy Canadian securities it would be very helpful to the Dominion.

Letters of sympathy will be sent to W. H. Rowland, works manager at Swansea; Thomas F. Hodgson, of the Toronto office, and George Miller, of Brantford, who were absent owing to illness.

Reference was also made to the death during the year of W. A. MacLennan, who was the company's representative at Vancouver and who died in Montreal.

Telegraph Companies Will Ask for Higher Rates

Claim That Operating Costs Have Increased From 85 to 90 Per Cent. and That Present Schedule of Rates Has Not Been Revised in Five Years

OTTAWA.—On January 27, the Great North-Western and Canadian Pacific telegraph companies will make application before the Dominion Railway Board, to be allowed to increase their rates very materially. The schedule, as submitted by the G.N.W., works out about as follows: Messages between Toronto and Montreal, taking ten words as a basis, now 25 cents, will be raised to 40 cents, an increase of sixty per cent.; from Toronto to points in Ontario east of Sudbury, now 25 cents, will be raised to 30 cents; west of Sudbury, raised from 50 to 60 cents; to Winnipeg, from 65 to 80 cents; to Regina, from 80 to 95 cents; to Saskatoon, from $1 to $1.10; to Vancouver, from $1 to $1.25; to St. John, N.B., from 30 cents to 45 cents.

The telegraph companies will point out in their argument that, not only have no increases been made in rates since 1914, but that in 1916 they were forced by an order to reduce existing rates. In the meantime, their operating costs have advanced, they claim, from 85 to 90 per cent., wages 74 per cent., and materials much more.

A meeting of the Canadian Manufacturers' Association is to be held in Toronto to consider what action will be taken regarding the request; but it is not anticipated that any protest will be registered against the request, in view of the telegraph companies not having made raises previously and having raised employees' wages.

Clerks of St. John Elect New Officers

St. John. N.B.—The annual meeting of the St. John Hardware Clerks' Association was attended by about one hundred and fifty members. Reports submitted told of the work done during the last year and spoke encouragingly of plans for the future, various activities being referred to, in which the association proposed to have a report. Harry D. Sullivan was elected president; Roy A. Willet, vice-president; and P. H. Butler, secretary-treasurer.

Incorporations

Montreal Motor Sales, Limited, capital $150,000, head office Montreal, plans to manufacture and deal in autos, accessories, polishes, gasoline, etc.

Sackville Motors, Limited, capital $49,000, head office Sackville, New Brunswick, plans to carry on a general business in automobiles, supplies, harness, rugs, blankets, and machinery.

The B. & B. Furniture Company, Limited, capital $50,000, head office Kitchener, Ont., plans to manufacture and deal in both wood and metal furniture.

Canadian Paper Barrel Company, Limited, capital $40,000, head office Montreal, plans to manufacture and deal in pulp and paper products.

Canadian Electric Inventions, Limited, capital $250,000, head office Montreal, plans to manufacture and deal in electrical products.

Detwiler Reed Company of Canada, Limited, capital $40.000, head office Hamilton, Ont., plans to manufacture and deal in tractors, farm implements and auto accessories.

Republic Motors, Limited, head office Toronto, capital $350,000, plans to manufacture and deal in automobiles, motor cars, motor boats and supplies.

Peckovers, Limited, capital $500,000, head office Toronto, plans to carry on a general business as iron and brass founders and to manufacture and deal in machinery and supplies.

J. P. Holden Tire and Rubber Company, Limited, Toronto, capital $40,000, plans to manufacture and deal in tires and rubber goods.

Clark Metals, Limited, capital $100,000, head office Toronto, plans to manufacture and deal in wares and merchandise of all kinds.

The Marvel Company, Limited, capital $50,000, head office Welland, Ont., plans to manufacture and deal in auto accessories, and also in electrical equipment.

Baines and David, Limited, capital $500,000, head office Toronto, plans to carry on a general business in hardware, builders' supplies, auto accessories and iron and steel goods.

Central Foundry, Limited, head office Georgetown, Ont., capital $40,000, plans to carry on a general foundry business.

Schofield Tractor Corporation, head office Toronto, capital $1,000,000, plans to manufacture and deal in tractors and motor vehicles.

The Maple Leaf Oil and Gas Company, Limited, capital $320,000, head office Wellandport, Ont., plans to prospect for and deal in petroleum products.

Says Highly Paid Commissioners Have No Grasp of Situation

Interesting Comment by Montreal Man on Efforts of the Board of Commerce—Simply Supplying the Bolsheviki With Breakfast Food, He Says

JUDGING by what one hears among hardware merchants and retailers generally these days about the Board of Commerce, many of them are rather heartily in accord with the following, written by T. J. M., of Montreal, to "The Financial Post":

Editor, The FINANCIAL POST:

Sir:—Allow me to congratulate you upon your editorial on this serious but humorous subject. When one recollects the attitude of some of the press when this board started the labors of Hercules to clean out the unclean stables of Canadian commerce and business, one cannot but appreciate how small those same papers must feel at the admitted results of the labors of this board, whose members after filling the press with all kinds of yellow and sensational news now have to admit "that on the whole Canadian business men are honest" and their much vaunted crusade against profiteers has proved a most expensive and absurd failure.

The Government must feel, if they feel at all, what a ridiculous position they are in. Increased production, particularly in foodstuffs, was the one logical line of attack, yet the Department of Agriculture dare not institute a campaign to accomplish this end, because the Board of Commerce have issued a threat to embargo exportation to starving Europe, which needs more food to-day than at any time during the war.

Has the public any idea of the cost and organization which is being built up by these ten-thousand-dollar-a-year Don Quixotes in the shape of commissioners who, when you really get down to an analysis of their public utterances from the start, have no grasp of the situation and are simply supplying the Bolsheviki with "breakfast food" to create and keep Canada in a state of unrest. Oh! for a little horse sense among the guides of Canada's ship of state, and not this continuous desire to pander to popular clamour along the lines of the agitator.

Constructive work is what we want, not highly paid Government officials who never dreamed of such salaries before, going up and down the land sowing discord and discontent, which breeds anarchy.

A whole lot of people feel along the lines of your editorial, and even the "Globe" has ceased its inane babble and does not use the old slogan of "Watch O'Connor's Smoke." Keep up the good work as there is a large percentage in Canada who are not gullible fools.

Yours truly,

T. J. M.

Hardware Letter Box

Gramophone Parts.

Deakin Bros., Digby, N.S.—Please advise where we could procure parts for Stewart gramophones.

These may be procured from W. H. Banfield & Co., Pape Ave., Toronto, Ont.—Editor.

Wood Handles

Dunnett Bros., Birmingham, England—Please advise us where we could procure wood handles as used for tin dust pans.

These may be procured from E. B. Estes & Sons, St. John, New Brunswick; also at Hancock, Mass.; Gorham, N.H., and Farmington, Me.—Editor.

Vacuum Cleaners

J. D. McGregor, Esq., Wheatley, Ont.—Please advise us as to where we could procure the vacuum sweeper manufactured by the Eureka Vacuum Cleaner Company.

You may procure this from the Onward Mfg. Co., Kitchener, Ont.—Editor.

Floor Wax

Edmonton Paint & Glass Company, Edmonton, Alta.—Kindly advise us as to where we could procure the address of the Ronuk Wax Company, or their representative in Canada.

The agents for this product are J. B. Keeble & Company, 35 Colborne St., Toronto.—Ed.

Who Will Get the Powder Business?

E. S. Hodgins Co., Ltd., General Merchants, Shawville, Quebec.—In your issue of the 6th of Dec. you have an article headed: "Who Will Get the Powder Business?" Last fall we tried to procure stumping powder but failed. We would like to get in touch with the manufacturers referred to in this article re these powders for the spring business. Would you kindly give us the manufacturer's address?

Canadian Explosives, Transportation Building, Montreal, Quebec.—Editor.

Wood Pulp

G. McLaren, Esq., Port Elgin, Ont.—Please advise who purchases for wood pulp.

The following are larger buyers: The Riordon Paper Co., Limited, Montreal, Que.; E. B. Eddy Company, Limited, Hull, Que.; Dominion Paper Company, Montreal, Que.; Imperial Paper Mills of Canada, Limited, Sturgeon Falls, Ont.; Toronto Paper Mfg. Company, Limited, Cornwall, Ont.—Editor.

Powdered Soap

Saskatoon Hardware Company, Saskatoon, Sask.—Please advise where we could procure the names of Canadian manufacturers of powdered soap in bulk.

We would refer you to the following: H. Gray & Company, 23 Common, Montreal, Que.; McCall Bros., 114 Esplanade St., Toronto; C. C. Snowden, Notre Dame and Pine Sts., Winnipeg, Man..—Editor.

Price Tickets

McKelvey & Birch, Kingston, Ont.—Please advise where we can procure names of makers of price tickets and show cards.

These may be procured from Mills-Brumbly-Collins, 151 King St. W., Toronto, Ont.; F. Williams, 34 Richmond St. E., Toronto; Fred W. Bond, Yonge St. Arcade, Toronto, Ont.—Editor.

Wire Machines

Frank Koehler, Ltd., Watrous, Sask.—Please inform us where we may procure a machine for fastening wire ends of tie ropes.

We would refer you to the Blashill Wire Mfg. Company, 182 Shearer St., Montreal, Que; Wm. J. Moore, 50 De Courcelette St., Montreal, Que; Northern Electric Company, Montreal, Que.—Editor.

Wooden Lamps

Summer Co., Moncton, N.B.—Kindly advise where we may procure wooden electric lamps and also wooden piano lamps.

These may be procured from the Toronto Wood Turning Company, 112 Adelaide St. W., Toronto; W. E. Whitehead, 528 King St. E., Toronto, Ont.—Editor.

Animal Traps

J. W. Richardson, Esq., North Bay, Ont.—Kindly give us the name of the manufacturers of Animal Traps in the United States.

You may procure these from the following: Oneida Community, Ltd., Oneida, N.Y.; Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.; Sargent & Company, New Haven, Conn.; Peck, Stow & Wilcox Co., Southampton, Conn.; Abingdon Trap Company, Abingdon, Ill.; Triumph Trap Co., Oneida, N.Y.—Editor.

Clay Picks

Jas. Lacombe & Fils, Inc., Sherbrooke, Que.—Would you kindly advise us as to where we can procure names of clay pick manufacturers in Canada?

You could procure these from the following: Canada Foundries and Forgings, Brockville, Ont.; Shurly Dietrich Co., Ltd., Galt, Ont.; Welland Vale Mfg. Company, St. Catharines, Ont.; Harrington Pick & Tool Co., Ltd., 7 Hickson St., Toronto; Canadian-Warren Axe and Tool Co., Ltd., St. Catharines, Ont.—Editor.

CLAIM IS SETTLED

The claim made by Sir Charles Ross relative to the expropriation of the Ross Rifle factory by the Government has been settled out of court.

The Government has agreed to pay Sir Charles Ross two million dollars in cash over and above all sums which he has already received.

SECURED NEW PATENT

Stevens, Hepner Company, Ltd., Port Elgin, Ont., have secured a patent on a metal thread handle for floor brushes.

CANADA WIRE & IRON GOODS COMPANY

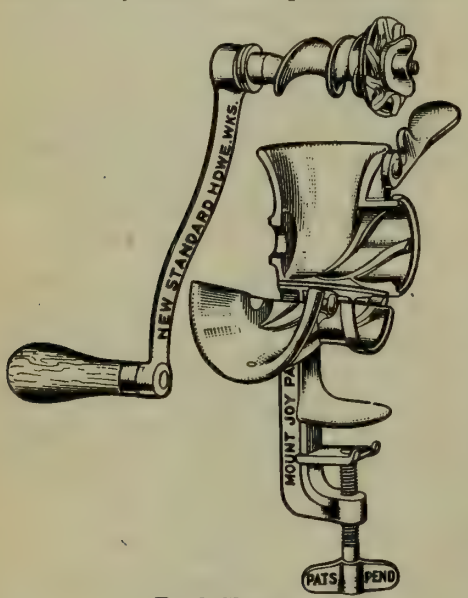
"Wire Rope and Fittings" is the title of a new catalogue just issued by the Canada Wire and Iron Goods Company of Hamilton, Ont. The catalogue contains sixty-seven pages, and in addition to listing the various lines manufactured by the firm, it contains considerable interesting and valuable data re the comparative strength of wire and hemp ropes, construction, etc. The catalogue is profusely and very attractively illustrated. Readers of HARDWARE AND METAL, who desire copies, may obtain same upon request.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

FOOD CHOPPER

The New Standard Hardware Works, Inc., Mount Joy, Pa., U.S.A., are putting on the market a new food chopper, which they claim will chop everything edible, and is sanitary and rust-proof. This new food chopper is made of two sections, hinged at the bottom and fastened at the top by a special catch which is said to hold the pieces almost as rigid as one solid piece, and that when it is closed in position for operation there



Food Chopper

are no cracks or corners where food can lodge.

It is claimed that this chopper, owing to the hinged design, is almost as easy to wash as a saucer, as it opens like a book, making all the surface inside and out accessible. The chopper is made in many sizes, special sizes for all purposes. It has five self-sharpening rotary knives that chop coarse, medium, fine, finer and pulverize, and is designed to do heavy duty and stand hard wear.

HAMMER

The Hand-D is the trade mark of a new hammer which is being offered to the Canadian trade, through the manufacturers, E. Edelmann & Company, 341-363 East Ohio Street, Chicago, U.S.A. The manufacturers claim this new hammer to be a clever and practical tool and having designed it with the automobile owner, also the garage and workshop in mind, believe it will fill a long-felt want. It should also prove a very useful and practical tool around the home, for making small repairs and adjustments.

This is an all metal hammer and it is stated that it is made of a good grade of steel and is highly nickel-plated and polished, and the blades of the screw drivers are made of high-grade tool steel, and also highly nickel-plated and polished. The makers guarantee these three screwdrivers, which are nested inside

Combination Hammer

of the handle, to be good, serviceable screw drivers. The measurement of the hammer complete is 7½ inches long over all and the weight of each is 10 ounces, and are packed 10 to a unit package, and merchants are furnished with a special display card with every unit package.

DEFLECTOR SPARK PLUG

The Norris Company, 332 South La Salle Street, Chicago, Ill., are putting on the Canadian market, through their agents, The Vimy Supply Co., 585 College Street, Toronto, Ont., a new spark plug, called the Unique Deflector Spark Plug, which they claim is a real practical spark plug of merit, that will give satisfaction and that it is economical as well as efficient.

The steel body is said to be massive, sturdy and strongly made of high-grade material and the porcelain heavy and of good quality, and also that a cylinder throwing oil does not interfere with its operation.

The working description given is as

Spark Plug

follows: The concave deflector disc is designed to throw off from the sparking area the soot-forming elements in order to prevent choking up with carbon. The firing area being the only opening to the chamber between the disc in porcelain, it is intended that the suction created by the cylinder action, in conjunction with the explosion, should eject and sweep clear, intruding particles of carbon. The circular firing area provides a 360 degree circle of flaming sparks, which flash around the edge of the deflector, giving thorough ignition and combustion and allowing a thinner mixture to be used, thus saving gasoline and greatly eliminating ignition trouble, it is stated. It is made in the following sizes: ½ inch standard, ½ inch long, ⅞ inch standard, ⅞ inch long.

SHEET PACKING

The Advance Packing & Supply Co., 11-15 North Franklin Street, Chicago, Ill., are putting on the market a new

Packing

line of packing, under the trade mark of Tenax. The manufacturers claim that it is very efficient for low and high pressure steam, superheated steam, gas engines, ammonia, alkalies, etc., and that it is a very tough, compressed fibre sheet, constructed so as not to squeeze out the joints and thus eliminating any following up.

It is stated this packing will pack a joint perfectly tight, eliminating constant attention, and that it will stand up under a temperature of about 1,200 degrees Fahr. and 250 pounds steam pressure. Also that the comparative weight is much lighter, making the price reasonable per square foot of covering surface.

The following is a list of the thickness of the sheets and the approximate weights per sheet which is 50 x 50 inches: 1/64 inch, 2 pounds; 1/32 inch, 4½ pounds; 1/16 inch, 9½ pounds; 3/32 inch, 12½ pounds; ⅛ inch, 18 pounds. The manufacturers state they can furnish on special orders, any of the above thickness of sheets, in any size up to 50 inches wide by 150 inches long.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

SHARP advance in prices are again reported throughout the hardware markets. It seems quite evident that prices have as yet not reached the peak, as not one item in the whole list of changes shown herewith records a decline.

Among the most important changes are: Corrugated sheets, metal siding and shingles, also the sundries used for applying, such as ridge roll, gutter iron, etc. Brass butts, metallic cartridges, screen door spring hinges, well pumps, shaving brushes, oakum, wool and cotton waste, conductor pipe, eavestrough and pig tin have all been advanced.

Roofing has again advanced 5 cents per roll. Manufacturers state that the shortage of felt is critical. Trunk and bag prices have been withdrawn. Rubber belting, bug finish, sash weights, thumb latches, toe calks, fruit jars, whips, glass mirrors, lantern globes and food choppers, are all marked up.

Ready prepared paint is up 50c per gallon. Varnish may go higher. Plate glass prices have been withdrawn and the scarcity is said to be serious.

It seems reasonably certain that present conditions will prevail well up to the end of the first half of the present year. However, some of the better informed business men seem to be hesitating over stocking heavily under present conditions, even were the stocks available, unless they see immediate outlets, it is stated.

MONTREAL MARKETS

MONTREAL, Jan. 22—Price tendencies in this market continue upward and advances are recorded this week on almost all lines of general hardware. General advances have been made on all builders' hardware. Owing to the scarcity and increased price of glass fruit jars have sharply advanced. Many advances have been made on rubber goods, ranging from 12½ per cent. to 15 per cent. Hammers, wrenches, saws, trowels and lantern globes have all advanced. Wire and nails are very firm and advances are to be expected, it is stated. "Enterprise" food choppers have advanced and so have all other goods manufactured by this company. Rope and cordage rule steadily with upward tendencies. Sheets are very firm and it is found difficult to make any definite quotations, owing to the shortage that will not be improved for many months. It is also stated that available sheets can be sold for almost anything that is demanded, so bare is the market. Iron and steel remain very strong. Continued activity is reported in old material, although no definite price changes have been made. Ingot metals are all very strong and lead products stand firm.

Great satisfaction is expressed with the brisk trade being done, but it is stated that an even greater volume could be accomplished if the supplies were better. This shortage of supplies is the general complaint and it is feared that things will not improve in this direction for some time to come.

Builders' Hardware Again Marked Up

Montreal.

BUILDERS' HARDWARE.—A general advance has been made on practically all builders' hardware, and it is stated that although present business is good, it could be improved by bigger supplies coming into the market. Everything in this line is very firm, and even higher prices may be expected, it is stated.

Fruit Jars Are Marked Higher

Montreal.

FRUIT JARS.—The prices on fruit jars have all been revised to higher levels on account of the scarcity and high price of glass. The following are the new quotations: "Improved Gem," wine measure, small, $12.50; medium, $13, and large, $16 per gross. "Crown," Imp. measure, pint, $13; quart, $14, and half gallon, $18 per gross. "Perfect Seal," wine measure, small, $13.50; medium, $14, and large, $18.25 per gross.

Toe Calks Advance; Padlocks Also Up

Montreal.

TOE CALKS.—Common toe calks are advanced, and the new prices quoted are from $2.50 to $3 per box according to size. There has also been effected a 10 per cent. advance on padlocks and night latches of the various makes.

Stove Bolts, Whips, Glass Mirrors Advance

Montreal.

STOVE BOLTS.—Owing to the change in the discount on stove bolts to 55 per cent., there is an advance on these commodities of about 10 per cent.

WHIPS.—All grades of whips have recently advanced 10 per cent.

GLASS MIRRORS.—Glass mirrors have been active and are all advanced 10 per cent.

As in so many hardware lines, dealers complain of a shortage of these supplies that is seriously hampering trade. Future prospects are uncertain, and, it is stated, that things will be inclined to advance in the near future rather than decline.

Packings, Beltings, Hose, All Marked Up

Montreal.

RUBBER GOODS.—Advances have been made effective for various grades of rubber goods, and while these have been referred to in the market reports

definite particulars were not available. The increases are from 12½ per cent. to 15 per cent., and apply to rubber beltings, packings, hose and general mechanical lines. The list on belting has been changed, and the new list just issued is almost the same as the United States lists, with a discount of 30 per cent. applying. The new list, in detail, is as follows:

NEW CANADIAN LIST PRICES FOR RUBBER BELTING.
Adopted January 2nd, 1920.

Width	2-ply	3-ply	4-ply	5-ply	6-ply	7-ply	8-ply	9-ply	10-ply	11-ply	12-ply
1	$0.16	$0.18	$0.21	.....	.....	.....	.....	.....	.....	.....	.....
1¼	0.20	0.22	0.26	.....	.....	.....	.....	.....	.....	.....	.....
1½	0.23	0.26	0.31	$0.39	.....	.....	.....	.....	.....	.....	.....
1¾	0.27	0.31	0.36	0.45	.....	.....	.....	.....	.....	.....	.....
2	0.30	0.34	0.40	0.50	$0.60	.....	.....	.....	.....	.....	.....
2½	0.38	0.43	0.50	0.63	0.75	.....	.....	.....	.....	.....	.....
3	0.45	0.51	0.60	0.75	0.90	.....	.....	.....	.....	.....	.....
3½	0.53	0.60	0.70	0.88	1.05	.....	.....	.....	.....	.....	.....
4	0.60	0.68	0.80	1.00	1.20	$1.40	.....	.....	.....	.....	.....
4½	0.67	0.76	0.89	1.11	1.34	1.56	.....	.....	.....	.....	.....
5	0.74	0.83	0.98	1.23	1.47	1.72	.....	.....	.....	.....	.....
6	0.87	0.99	1.16	1.45	1.74	2.03	$2.32	$2.61	$2.90	$3.19	$3.48
7	1.01	1.15	1.35	1.69	2.03	2.36	2.70	3.04	3.38	3.71	4.05
8	1.16	1.31	1.54	1.93	2.31	2.70	3.08	3.47	3.85	4.24	4.62
9	1.30	1.47	1.73	2.16	2.60	3.03	3.46	3.89	4.33	4.76	5.19
10	1.45	1.64	1.93	2.41	2.90	3.38	3.86	4.34	4.83	5.31	5.79
11	1.59	1.80	2.12	2.65	3.18	3.71	4.24	4.77	5.30	5.83	6.36
12	1.73	1.96	2.31	2.89	3.47	4.04	4.62	5.20	5.78	6.35	6.93
13	1.88	2.13	2.50	3.13	3.75	4.38	5.00	5.63	6.25	6.88	7.50
14	2.03	2.30	2.70	3.38	4.05	4.73	5.40	6.08	6.75	7.43	8.10
15	2.17	2.46	2.89	3.61	4.34	5.06	5.78	6.50	7.23	7.95	8.67
16	2.31	2.62	3.08	3.85	4.62	5.39	6.16	6.93	7.70	8.47	9.24
18	2.60	2.95	3.47	4.34	5.21	6.07	6.94	7.81	8.68	9.54	10.41
20	3.03	3.43	4.04	5.05	6.06	7.07	8.08	9.09	10.10	11.11	12.12
22	3.34	3.78	4.45	5.56	6.68	7.79	8.90	10.01	11.13	12.24	13.35
24	3.64	4.12	4.85	6.06	7.28	8.49	9.70	10.91	12.13	13.35	14.55
26	3.95	4.47	5.26	6.58	7.89	9.21	10.52	11.84	13.15	14.47	15.78
28	4.25	4.81	5.66	7.08	8.49	9.91	11.32	12.74	14.15	15.57	16.98
30	4.55	5.15	6.06	7.58	9.09	10.61	12.12	13.64	15.15	16.67	18.18
32	4.85	5.50	6.47	8.09	9.71	11.32	12.94	14.56	16.18	17.79	19.41
34	5.15	5.84	6.87	8.59	10.31	12.02	13.74	15.46	17.18	18.89	20.61
36	5.46	6.19	7.28	9.10	10.92	12.74	14.56	16.38	18.20	20.02	21.84
38	5.76	6.53	7.68	9.60	11.52	13.44	15.36	17.28	19.20	21.12	23.04
40	6.07	6.88	8.09	10.11	12.14	14.16	16.18	18.20	20.23	22.25	24.27
42	6.37	7.22	8.49	10.61	12.74	14.86	16.98	19.10	21.23	23.35	25.47
44	6.67	7.56	8.89	11.11	13.34	15.56	17.78	20.00	22.23	24.45	26.67
46	6.98	7.91	9.30	11.63	13.95	16.28	18.60	20.93	23.25	25.58	27.90
48	7.28	8.25	9.70	12.13	14.55	16.98	19.40	21.83	24.25	26.68	29.10
50	7.58	8.59	10.11	12.64	15.17	17.69	20.22	22.75	25.28	27.80	30.33
52	7.88	8.93	10.51	13.14	15.77	18.39	21.02	23.65	26.28	28.90	31.53
54	8.18	9.27	10.91	13.64	16.37	19.09	21.82	24.55	27.28	30.00	32.73
56	8.49	9.62	11.32	14.15	16.98	19.81	22.64	25.47	28.30	31.13	33.96
58	8.79	9.96	11.72	14.65	17.58	20.51	23.44	26.37	29.30	32.23	35.16
60	9.10	10.31	12.13	15.16	18.20	21.23	24.26	27.27	30.33	33.36	36.39

Advance in Hammers; Wrenches Also Higher

Montreal.

HAMMERS.—There has been a stiff advance in hammers, both handled and unhandled, and they are now quoted at prices ranging from one-third to 50 per cent. in advance of former quotations for various grades. Various wrenches have also advanced 10 per cent.

Saws, Trowels Up 10%; Lantern Globes Advance

Montreal.

SAWS, TROWELS.—Goods comprising saws, trowels, etc., have all advanced 10 per cent.

LANTERN GLOBES.—Owing to the recent advances in glass and the general scarcity of raw material, lantern globes have advanced. Cold blast (short) are quoted at $1.15 per dozen. Genuine Ruby is selling at $5 per dozen.

Barbed Wire Steady; Nails Are Firm

Montreal.

WIRE AND NAILS.—Wire products remain very firm, and while there are no new quotations made this week, it is stated that, in sympathy with all lines of general hardware, advanced prices are to be expected. There is a brisk demand in this market, and although business is reported to be good, a larger volume could be done if supplies were better. The nail situation is very firm, prices being unchanged at $5.25 per keg for standard, wire nails and cut nails $5.85.

	80 rod reel
2 pt. x 5	$4 89
4 pt. x 6	5 30
4 pt. x 4	5 76
	Per 100 lbs.
Barbed wire weights	$6 15
Galvanized plain twist wire	6 65
Galvanized Coil Spring—	
No. 9	5 80
No. 12	5 95
No. 13	6 05
Galvanized plain wire—	
Nos. 0 to 8 inclusive	6 15
No. 9	5 75
No. 10	6 20
No. 11	6 25
No. 12	5 90
No. 13	6 00
No. 14	6 60
No. 15	7 05
No. 16	7 20

Crank Mops Easier; Mop Sticks Advance

Montreal.

MOPS.—Crank mops are much easier and have declined to $7.50 per dozen in one quarter. Self-wringing mops remain steady at the old price of $5.25 per dozen. Mop sticks, No. 8, are quoted at $2.50 per dozen, an advance of 25 per cent. over former prices. No. 10 are now selling at $2.70 per dozen. There is a very firm tone to the market at this present time when the house-cleaning season is causing the dealer to lay in as many supplies as can be procured during this existing period of shortages. Supplies are not coming in fast enough to meet the growing demand for this line of goods.

Food Choppers Advance Sharply

Montreal.

FOOD CHOPPERS.—A sharp advance has been made on all choppers known as "Enterprise" food choppers and all spare parts are up in proportion. Herewith are the new quotations: No. 5, $48; No. 10, $75; No. 12, $69; No. 22, $107; No. 32, $153; No. 602, $39 per dozen. Other goods manufactured by this company have all been advanced 10 per cent.

Rope and Cordage Rule Steadily

Montreal.

ROPE AND CORDAGE.—Although there was and is still an upward tendency in this market, prices rule unchanged. Business is stated to be brightening up considerably, and, in view of the reported advance in manila twine, an increase in cordage and rope may soon be effected. Prices: Pure manila 30 cents basis; British or Beaver manila 26 cents; sisal 22½ cents.

Iron and Steel Remain Very Strong

Montreal.

IRON AND STEEL.—Conditions in this market are very strong at the present time, and it is stated that they will continue very firm for months. Business in general is reported to be very good, and supplies have improved. A firm undertone characterizes the market.

IRON AND STEEL

Iron finish machinery steel	4 20
Norway iron	12 00
Single reeled machinery steel	5 25
Spring steel	5 00
Sleigh shoe steel	4 15
Tire steel	4 35
Toe calk steel, per 100 lbs.	5 05
Band steel	4 65
Harrow tooth steel	4 30
Mining tool steel, per lb.	0 22
Black Diamond tool steel, per lb.	0 22
Black Diamond cast steel, per lb.	0 22
Common bar iron, per 100 lbs.	4 00
Refined iron, per 100 lbs.	5 00
Mild steel	4 15

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra

Sheets Very Firm; Situation Unchanged

Montreal.

SHEETS.—The sheet situation is, if anything, worse, and dealers state it is difficult to make definite quotations on account of the present shortage. It is also stated that at the present time supplies of sheets are so scanty that they can be sold at almost any price. The recent coal and steel strikes are responsible for this shortage, and factories now find themselves unable to catch up with present large demands; in fact it is said that the situation will not be improved for several months to

May Be Radical Revisions in Steel Prices and Delivery in July

The whole situation in regard to steel prices and delivery at the present time is probably without a parallel in the history of the trade.

Discussing the outlook with HARDWARE AND METAL, *Mr. A. T. Enlow, president of the Dominion Sheet Metal Corporation, Hamilton, Ont., said:*

"In the spring of 1919 almost every producer of steel was vigorously soliciting trade, and in many cases offering inducements below the reduced prices established March 21, 1919, in the U.S.

Since then a most demoralizing steel strike killed 80% of the possible production for a period of eight to twelve weeks, followed immediately by a coal strike which prevented resumptions and kept down production for another six to eight weeks.

SERIOUS SHORTAGE

Largely due to these causes there is a serious shortage of steel in all forms, and the characteristic result is a wild rush to buy at any price. The market is the most peculiar in the history of the trade, inasmuch as mills all claim to be sold up and prices are nominal only, yet immense tonnages are being booked through "underground channels" at extremely high prices, and accordingly most producers are now really sold up for many months.

Now a buyer will only take delivery of such tonnage while the "Boom" is raging. The least sign of a decline and he talks cancellation or will refuse to accept when shipped, hence if anything should occur to disturb the general financial situation in the U.S. all these tonnages will vanish overnight, and present high premiums will disappear.

RADICAL REVISIONS

Is seems reasonably certain that present conditions will prevail until July at least, but beyond that date there is every prospect of radical revisions both in price and delivery.

Steel alternates between the dual roles of "Prince and Pauper" and the latter's turn comes next.

I would say that the student of business trends will buy sparringly at present prices, because better conditions for the buyer are inevitable and possibly much sooner than is generally expected."

come. In the meantime the market is very firm and advances are inevitable.

BLACK—	
10 gauge	7 45
12 gauge	7 50
14 gauge	7 55
16 gauge	7 65
18-20 gauge	7 95
22-24 gauge	8 00
26 gauge	8 05
28 gauge	8 20
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	10 00
28 gauge	9 85
26 gauge	9 75
22 and 24 gauge	9 40
20 gauge	9 25
18 gauge	9 25
16 gauge	9 00
English Standard—	
28 gauge	10 75
26 gauge	10 50
24 gauge	9 90
22 gauge	9 55
18 and 20 gauge	9 35

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Continued Briskness in Old Material

Montreal.

OLD MATERIAL.—Continued activity is reported in this market which remains very firm. No definite changes have been made, but it is stated that with the general advances in the hardware market higher prices are to be expected.

Dealers' Buying Prices—		
Old rubbers, boots and shoes	0 07	0 08
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03
Automobile tires	0 03¾	0 04
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08½	0 09
Scrap zinc	0 07½	0 08
Light copper	15 00	16 00
Heavy copper	18 00	19 00
Wrought iron, No. 1, per gr. ton	....	16 50
Malleable scrap (ton)	....	25 00
Pipe scrap, ton	....	10 00
Stove plate, ton	....	23 00
Heavy melting steel	19 00	20 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	34 00	35 00

Lead Products Are Very Firm

Montreal.

LEAD PRODUCTS.—Lead products are steadily ruling at recently-advanced prices, and brisk business is reported. The market is very firm. As the basic metals are at the present time firm and strong with higher tendencies, it is stated that lead products may advance in consequence.

Lead pipe	....	0 15
Lead waste	....	0 16
8 in. and over	....	0 17
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends		List plus 10%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 13½
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	....	0 13¼
Do., 4 to 8 lbs., sq. ft.	....	0 12½
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.		
Solder, guaranteed, lb.	....	0 44½
Solder, strictly, lb.	....	0 41½
Strictly, commercial, lb.	....	0 38½
Solder, wiping, lb.	....	0 37
Solder wire (8 gauge)—		
40-60	....	0 41
45-55	....	0 44
50-50	....	0 47
Zinc sheets, casks	....	0 16½
Do., broken lots	....	0 17

Copper Easier; Tin Very Strong

Montreal.

INGOT METALS.—This market is again very firm, but there are no real advances to speak of beyond the sharp advance in the London market on antimony, which is reflected here. Local prices are quoted higher. English is selling at 12½ cents and Chinese at 12 cents. Tin is still very strong and lead rules steady in a firm market. Copper is a little easier. In general it is felt that peak prices have been reached.

TIN.—Tin is still very strong, and although prices have advanced sharply in the London market, the local market has not followed suit. Tin is now quoted at 73 cents.

SPELTER.—Spelter is steady and selling at 10½ cents.

LEAD.—The market, while unchanged, is very firm at 10½ cents.

ANTIMONY.—Antimony has sharply advanced in London, and local prices are higher in consequence. English is quoted at 12½ cents, and Chinese at 12 cents.

COPPER.—It is stated that, owing to resales by second-hands, an easier feeling prevails in the New York market. Present selling price is 24 cents.

ALUMINUM.—Not a great deal of business.

TORONTO MARKETS

TORONTO, Jan. 22—Important advances continue to affect many of the staple hardware lines. Some of these advances are recorded as follows: Brass butts are up 10 per cent. Roofing shows a further advance of 5 cents per roll and manufacturers state that the present shortage of felt is critical. Well pumps are 10 per cent. higher. Trunks and bags prices have been withdrawn, pending higher prices. Shaving brushes are up 15 per cent. and other bristle brushes are expected to follow. Oakum, cotton and wool waste, metal shingles and siding, corrugated sheets, conductor pipe and eavestrough have all been revised upwards. Screen door hinges, pig tin are also marked up.

Paint has been advanced 50 cents per gallon. Varnish is also higher.

The continuation of higher prices has ceased to be a novelty and many are wondering what the future has in store in the way of prices. Some of the foremost business men are rather inclined to go slow on stocking heavily, unless they see immediate outlets for any surplus stocks they are able to procure.

Brass Butts Higher; Approximate 10%

Toronto.

BRASS BUTTS.—Higher prices have been announced in brass butts. This is said to be in harmony with recent advances in builders' hardware. The new advance approximates 10 per cent.

Winchester Cartridges Now Selling at Plus 20%

Toronto.

WINCHESTER METALLIC CARTRIDGES have been advanced, and new and higher prices are now in effect. The new key to the list prices is list plus 20 per cent.

Further Advance of 5c Roll on Ready Roofing

Toronto.

ROOFING.—A further advance has taken effect in roofing. Manufacturers report that the shortage of felt is extremely critical, and some may be forced to withdraw prices, owing to the uncertain conditions that enter the marketing.

Screen Door Hinges Now Quoted at $1.75 Doz.

Toronto.

SPRING HINGES. — Screen - door spring hinges have advanced to higher levels, and present quotations read $1.75 per dozen pairs.

Well Pumps Advance; New Prices Up About 15%

Toronto.

WELL PUMPS.—Higher prices have been announced on well pumps. The new advance shows an increase of, approximately, 15 per cent.

Trunks and Bags; Prices Have Been Withdrawn

Toronto.

TRUNKS AND BAGS.—Prices on these lines have been withdrawn, and it is expected that new and higher prices will soon be in effect, although the new figures are not available at present.

Shaving Brushes Have Again Advanced 15%

Toronto.

SHAVING BRUSHES. — New and higher prices have been announced on shaving brushes, which approximate 15 per cent. Manufacturers claim that this is due to the ever-increasing shortage of bristles. The labor situation is also another factor, as well as other materials that enter the products, such as bone, wood, celluloid handles, etc.

It has been stated that new and higher prices are also expected in other brushes, such as paint brushes, kalsomine, etc., in fact, any brush containing bristle, and it is stated these new prices may take effect near the first of the month of February.

Further reasons given for the advance along these lines is the fact that large volumes of spring orders are coming in, even more than was anticipated. This necessarily requires the manufacturer to go in the market again for further supplies of raw material, which are quoted at higher prices almost from day to day.

Oakum Has Been Revised to Higher Levels

Toronto.

OAKUM.—New and higher prices have been announced on oakum. The new prices are as follows: Best American, $22 per 100 lbs.; Clipper, spun, $22 per 100 lbs.; Clipper, unspun, $20.50 per 100 lbs.; Plumbers', spun, $10.50 per 100 lbs.

	Per 100 lbs.
Best American	$22 00
Clipper, spun	22 00
Do., unspun	20 50
Plumbers' spun	10 50

Cotton Waste Shows New and Higher Figures

Toronto.

COTTON WASTE. — Higher prices have been recorded in cotton waste. The demand, although seemingly quiet, compares very favorably with other years for this season of the year. The fact that the price has advanced during the quiet period may be an indication of the conditions in this market during the coming season. The prices are as follows:

WASTE

Cream, Polishing	0 25
White—	
XXX	0 21
XX	0 19¾
X	0 18¾
XC	0 16½
Japanese	0 16
XXX Extra	0 22½
XX, grand	0 21
XLCR	0 19½
X Empire	0 18
X Press	0 16½
X Special	0 15
Colored—	
No. 5	0 16¾
No. 1	0 15¾
No. 7	0 14¾
No. 1A	0 13¾
No. 1B	0 12¾
Fancy	0 18
Lion	0 16
Standard	0 14
Popular	0 12
Keen	0 10

Above lines subject to trade discount for quantity.

Wool Waste Quiet; New Prices Announced

Toronto.

WOOL WASTE.—New prices have been announced on wool waste. This commodity has been holding firm for some time, although the seasonable demands are not heavy. The new prices are as follows: Arrow, 35 cents per lb.; Axle, 28 cents per lb.; Anvil, 22 cents per lb.; Anchor, 20 cents per lb.

Wool Waste—	Per lb.
Arrow	0 35
Axle	0 28
Anvil	0 22
Anchor	0 20

Metal Shingles Firm; Have Advanced Sharply

Toronto.

METALLIC SHINGLES.—Owing to the high prices of galvanized iron, also the scarcity, manufacturers state they have been forced to raise their prices on this commodity. The new prices on metallic shingles are quoted as follows: Galvanized is selling at $10.50 per square; Painted is selling for $8 per square; while the sundries that go with this class of roofing have advanced, approximately, 2 to 5 cents a foot.

Conductor Pipe and Eavetrough is 10% Higher

Toronto.

EAVETROUGHS AND CONDUCTOR PIPE.—An advance has been proclaimed on each commodity. This has been intimated for some time in these pages. The new higher prices are approximately 10 per cent. higher than the previous quotation. Jobbers state that this is due to the scarcity of galvanized sheets, also to the higher cost of production. The new prices are as per the current market quotation pages, and are marked at net list.

Metal Siding Up; Galvanized Now $9

Toronto.

METAL SIDING.—This commodity, in harmony with other galvanized lines of the same category, is now reported at new and higher prices. The prevailing price on galvanized metal siding is quoted at $9, while the painted remains the same as the former price of $6.50.

Boiler Tubes Scarce; Prices Show No Change

Toronto.

BOILER TUBES.—The demand for this commodity continues to be very brisk, considering the season of the year. Although there is no extreme famine in this commodity, there is a decided scarcity. Jobbers state that delivery from the mills continues to be very difficult to procure. The mills state that they are booked to capacity, and refuse to take orders for definite delivery or at stated prices. The present quotations are as follows:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	29 50	.....
1½ inch	31 50	.....
1¾ inch	32 00	$28 00
2 inch	31 00	27 00
2¼ inch	35 00	29 00
2½ inch	43 00	33 50
3 inch	50 00	42 00
3¼ inch	.....	49 50
3½ inch	63 00	46 50
4 inch	80 00	59 00

Sheets and Plates Scarce; Conditions Unchanged

Toronto.

SHEETS AND PLATES.—The scarcity still continues to be a big factor in the local market for sheet and plates. Jobbers state that sheets are not coming in in nearly sufficient quantities for the demand. It is stated, in some cases, that mills have promised fair delivery as far as their stocks are concerned, but claim that, owing to the shortage of freight and shipping facilities, they are unable to give good delivery.

The jobbers claim that this season of the year is usually very quiet, and, as is customary, is devoted to the stocking of warehouses, in preparation for the spring and summer business. However, this year the demand in the quiet season is equal to the supply, and, in some cases, greater. Many jobbers are beginning to wonder what the outlook for the sheet situation actually will be in a few months, if business continues along the same channels. However, most jobbers, and practically all business men, are looking forward to one of the best years in the history of their business, and have a feeling that this will be a record year, if they are able to get the goods to supply the demand. The following are the present quotations:

BLACK SHEETS—		
14 gauge	6 50	6 70
16 gauge	6 95	6 80
18-20 gauge	6 85	7 20
22-24 gauge	6 90	7 25
26 gauge	6 95	7 30
28 gauge	7 05	7 40
3-16 inch plate	....	....
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—	Premier		Apollo	
10¾ oz.	$9 50	$9 80	$9 50	$10 45
U.S. 28	9 10	10 20	9 10	9 75
U.S. 26	8 80	8 80	8 80	9 40
22 and 24	8 65	8 20	8 65	8 20
18 and 20	8 50	8 00	8 50	9 00
16	8 35	7 80	8 35	8 80
12 and 14	8 20	7 55	8 20	8 55

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Corrugated Sheets Higher; Advance Prices Herewith

Toronto.

CORRUGATED SHEETS. — As HARDWARE AND METAL has been predicting for some time, prices on corrugated sheets have advanced. The pronounced shortage of flat sheets is said to be the main reason, and the high price of sheets cannot help but be reflected in the price of corrugated sheets, as stated. The demand, although seasonably normal, is said to be heavier than the supply. The following are the present quotations:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	$8 25	$7 00
No. 26 gauge	9 00	8 00
No. 24 gauge	13 50	10 00
No. 22 gauge	16 00	12 50
No. 20 gauge	19 00	16 00
No. 18 gauge	24 00	19 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Lead and Zinc Products Remain at Firm Prices

Toronto.

LEAD AND ZINC PRODUCTS show no change over quotations reported last week. These prices, though, are held firmly, and good demands are reported. The quotations are as follows:

Lead pipe, list, per lb.	....	0 15
Lead waste pipe, list, per lb.	....	0 16
Do., over 8 inches, list, per lb.	....	0 17
Above subject to discount of 10%.		
Lead traps and bends	....	add 10%
Lead wool, lb.	....	0 16
Lead sheets. 4 to 6 lbs., sq. ft., in rolls, lbs.	....	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, guaranteed, lb.	0 35½	0 42
Solder, strictly, lb.	0 34¼	0 40
Solder, commercial, lb.	0 32½	0 37
Zinc sheets, per lb.	0 17	0 19
Solder, wiping, lb.	0 31	0 36¾
Solder, wire, lb.	....	0 44¼

Iron and Steel Bars Firm; Prices Holding Steady

Toronto.

IRON AND STEEL BARS continue to hold at the new base prices recently reported. The majority of stocks are reported to be light. Usually, this season of the year is quiet. However, jobbers state that the business now being offered is of a brisk nature, and that the supply is not equal to the heavy unseasonable demands. Many are surmising just what will be the outcome during the middle part of the year, which is usually the season of the heavy demand, when the supplies will not meet the present bids for stock. The following are the present quotations:

Common bar steel 3-16 and light	....	5 25
Com. bar steel, ¼ in. and heavier	....	4.75
Com. bar iron 3-16 in. and lighter	....	5 25
Com. bar iron ¼ in. and heavier	....	4 75
Angle base	....	5 00
Horseshoe iron	....	5 25
Tire steel	....	5 20
Mild steel	....	5 00
Norway iron	....	15 50
Toe caulk iron	....	5 95
Sleigh shoe steel	....	5 00
Band steel	....	5 00
Spring steel	....	12 00
Mining drill steel	....	30 50
Sheet cast steel	....	0 95

Scrap Materials Quiet; Price Tendencies Weaker

Toronto

SCRAP AND WASTE MATERIALS continue to be quiet, the demand having slackened considerably. The list herewith shows no changes in price although this market is showing weaker tendencies. The following are the present quotations:

DEALERS' BUYING PRICES		
Pipe scrap	....	11 00
Stove plate, per ton	....	18 50
No. 2 busheling	....	13 00
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	24 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes	....	0 06
Overseas, lumbermen's rubber boots	....	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 08
Tea lead	....	0 04
Heavy lead pipe	....	0 05¾

Tin Advanced 1c Per Lb.; Other Ingots Unchanged

Toronto.

INGOT METALS.—With the exception of tin, which is 1 cent per pound higher, the list of ingots herewith remains unchanged. Warehouse stocks are reported light throughout the entire list, and though offerings, in some cases, are not exceptionally heavy, good demands are reported.

TIN has advanced 1 cent per pound, making a new higher price of 73 cents per pound.

SPELTER continues to remain at 12 cents per pound, with a limited demand offering.

LEAD shows no change in price, although recent figures have been of a fluctuating nature. The present quotation continues at 10½ cents per pound.

COPPER remains unchanged. A good demand is noted, the present price being quoted at 25 cents per pound, which is said to be a reasonable figure.

ANTIMONY.—A fair movement is noted on antimony, and the demand continues to be a fair one. The present price is 12 cents per pound.

ALUMINUM remains quiet, with low stocks reported; the price being quoted is 34 cents per pound.

LONDON MARKETS

LONDON, Jan. 22—Higher prices are again recorded this week which affect many important hardware lines. Among the many changes are: Sand paper, Black Diamond files, thumb latches, cheap inside sets, sash weights, bug finish, alabastine, Half and Half solder, rubber belting, rifles and shotguns. Ready prepared paint has been revised to higher prices. Varnish is holding at a firm figure and may reach higher levels. Putty is showing good sales and is quoted from a firm basis.

Business continues seasonably good. Merchants are buying freely, both for present and future shipments. Prices are very firm and on many lines are advancing. Collections continue to come in very satisfactorily.

Many are wondering what will really be the outcome of the persistent continuation of advancing prices. Some of the best informed are rather hesitating over heavily stocking under present conditions, even were the stocks available, unless they could see immediate outlets, it is stated.

Sandpaper Now Being Quoted 10% Off List

London, Ont.

SAND PAPER.—B. & A. sandpaper is now being quoted at higher prices. The advancing cost of raw materials, also labor, is said to be the reason for this advance. The new discount is 10 per cent. off the list.

Black Diamond Files Quoted 30-2½ Off List

London, Ont.

BLACK DIAMOND FILES.—New and higher prices have taken effect in this line of files. This is said to be directly due to the higher prices charged for raw materials, also the higher cost of labor and other factors. The new discount is 30 and 2½ per cent. off the list.

Steel Thumb Latches Have Been Marked Up

London, Ont.

STEEL THUMB LATCHES. — New higher prices have been announced on steel thumb latches. No. 2 is now quoted at $2.25 per dozen, No. 3 is marked up to $3 per dozen.

Inside Sets Continue to Reach Higher Levels

London, Ont.

INSIDE SETS.—Inside sets of the cheaper variety have advanced. New prices on the Peterboro make are: No. 6900, 2-piece knob, antique copper or dull brass, are at present selling for $8.50 per doz., while the one-piece knob antique copper or dull brass, is quoted at $9 per doz.

Sash Weights, Solid and Sectional, Are Up

London, Ont.

SASH WEIGHTS. — Higher prices have been announced on sash weights. It is stated the cause for these higher prices is due to the scarcity of metal, also that scrap metals are sold at higher prices. The following are the new quotations: Solid 3 lb. and larger, $3.50 per cwt.; sectional 1 lb., $4.20 per cwt.; sectional half lb., $4.75 per cwt.

Bug Finish Has Attained Higher Levels

London, Ont.

BUG FINISH.—New prices have been announced on bug finish and are quoted f.o.b. the factory at Paris as follows: One to 3 barrels at a time, $9.25 per barrel net cash; 4 barrels or over, $9 per barrel, net cash; one case at a time, 20 only, 5 lb. packages to a case, $5.50 per case, net cash, delivered; 80 only, 1 lb. packages to a case, $6.70 per case; 2 or more cases at a time, 20 only, 5 lb. packages to a case, $5.25 per case, net cash delivered; 80 only, 1 lb. packages to a case, $6.45 per case, net cash, delivered.

Alabastine Jumps; New Prices 2c Higher

London, Ont.

ALABASTINE.—A sharp advance of 2 cents per lb. has taken effect in Alabastine. This is due mainly to the higher cost of labor, it is stated. The new prices are listed at 16 cents per lb., less 40 per cent. discount. For half packages, add an additional charge of 50 cents per case, making the net price on 5 lb. packages 48 cents each net, 2½ lb. packages, 25¼ cents each.

Half and Half Solder Now Quoted at 44c Per lb.

London, Ont.

SOLDER.—An important advance has occurred in solder and new and higher prices are now being quoted. The basic metals have shown great activity of late, which seems very significant of the coming season. Half and half solder is now being quoted at 44 cents per lb. net.

Now 44% of the List Rubber Beltings Up;

London, Ont.

RUBBER BELTING. — Reliable rubber belting has attained new and higher levels. The new discount is quoted at 44 per cent. off the list. A new list is also issued which reads as follows:

NEW LISTS.—1 in. x 3 ply, 18c ft.; ½ in. x 3 ply, 26c ft.; 2 in. x 3 ply, 34c ft.; 2½ in. x 3 ply, 43c ft.; 3 in. x 4 ply, 60c ft.; 4 in. x 4 ply, 68c ft.; 5 in. x 4 ply, 98c ft.; 6 in. x 4 ply, $1.16 ft.

Remington Rifles and Shot Guns Advance

London, Ont.

REMINGTON RIFLES AND SHOT GUNS.—New and higher prices are recorded this week in some of the firearms of the Remington manufacture. The new prices on some of the better known lines are as follows:

Pump Gun, No. 10A, $68.20 each; rifles, No. 6 x 22 cal., $11.70 each; rifles, No. 12A x 22 cal., $31.90 each; rifles, No. 12C x 22 cal., $35.77 each; No. 14A, high power, $65.35 each.

Single Barrel Shot Guns Attain Higher Quotations

London, Ont.

SHOT GUNS, SINGLE BARREL.—New and higher prices have become effective on single barrel shot guns. The present price is as follows: Plain, $13.60, while the ejector sells for $13.50 each.

Maydole Hammers Have Reached Higher Levels

London, Ont.

HAMMERS, MAYDOLE. — New and higher prices are recorded in Maydole hammers. This is said to be due to the advanced prices of handles and also the conditions of the higher prices being charged in the steel market. The new prices on some of the best sellers are as follows:

No. 1, $23.00; No. 1½, $21.25; No. 2, $20.00; No. 11, $23.00; No. 11½, $21.25; No. 12, $20.00; No. 13, $19.00 dozen.

Rubber Lawn Hose, Corrugated and Sheeting, Up

London, Ont.

RUBBER LAWN HOSE. — Rubber lawn hose has advanced approximately 3 cents per foot and higher prices are now in effect. The following are the present quotations: Corrugated, ½ in., $20 per 100 feet; ⅝ in., $23 per 100 feet; ¾ in., $26 per 100 feet; 1 in., $38 per 100 feet. Sheeting hose, ½ in. x 3 ply, $13 per 100 feet; ¾ in. x 3 ply, $15 per 100 feet.

Rope Sales Getting Brisk For Spring Business

London, Ont.

ROPE.—Good sales are noted for spring delivery for rope. The present price on Manila rope is quoted firm, although the price remains unchanged. The present quotations are: Pure Manila, 31 cents per lb.; Beaver Manila, 26 cents per lb.; New Zealand hemp, 26 cents per lb.; sisal, 22½ cents per lb.

Window Glass Firm; Shipments Coming Slow

London, Ont.

WINDOW GLASS.—The scarcity of window glass continues to be very pronounced. However, some jobbers be-

lieve that the shortage is more of a temporary nature, and stocks are expected to be more available in the near future. However, it is very hard to gauge the glass situation on account of so many factors. The Belgian manufacturers who usually supplied this market with considerable glass are unable to ship anything near like the quantities formerly sent, owing to the great demand in their own market. The present quotations on window glass are: Single diamond, 20 per cent. off the list; double diamond, 20 per cent. off the list.

Nails Reported Scarce; No Change Noted in Price

London, Ont.

NAILS continue to sell at a strong figure and continue to show very good demand. If the building during the coming year attains anything like the figures that reports indicate, nails should show one of the best seasons that has been recorded for many years. The present price is $5.20 base for wire nails and $5.85 base for cut nails.

Putty Demand Good, Firm Prices; Steady

London, Ont.

PUTTY.—Putty continues to sell at a firm price. The demand has been very good and is attributed to the fact that many houses were in demand and were rushed through and have been in process well into the winter months. These houses required considerable glass and incidentally increased the putty sales. The following are the present quotations:

Standard, 100 lb drum, $7.30; Standard, 25 lb. drum, $7.55; Pure, 100 lb. drum, $9.80; Pure, 25 lb. drum, $10.05.

White Lead in Oil Holding at Firm Prices

London, Ont.

WHITE LEAD AND OIL.—This commodity continues to hold at the new prices previously reported. The high cost of pig lead and other ingredients are said to be the factors in keeping these prices at a firm figure. The demand continues to be very brisk and a very good season is looked for during the present year. The following are the prices as per present quotations:

Pure, tons, $18.45 per 100 lbs.; less tons, $18.80; Elephant, tons, $18.95 per 100 lbs.; less tons, $19.30.

Linseed Oil Firm; Remains Unchanged

London, Ont.

LINSEED OIL. — Linseed oil continues to sell at high prices, although no change in price is noted this week. It is hard to say just what will happen in the linseed oil market, although crushers generally are not looking for lower prices for the present at least. One factor in the present high price may be the fact that wheat and some other grains have the preference over flax seed for shipment by the railroad, and crushers state they are not getting the quantity of seeds they would wish for. Although some Argentine seed is coming, it is hard to judge the outcome, as it is not generally known what conditions the European situation will develop. The following are the present quotations:

Raw, 1 to 2 bbls., $2.57; boiled, $2.60; Raw, 3 to 5 bbls., $2.56; boiled, $2.59; raw, 6 to 9 bbls., $2.54; boiled, $2.57; less bbls., add 15c gal.

Turpentine Has Jumped 20c Per Gallon; Scarce

London, Ont.

TURPENTINE.—An advance of 20 cents per gal. has been effective in the turpentine market. The undertone of this market continues to be very firm, notwithstanding the high prices that this commodity has attained. It is stated that if the exchange situation and several other factors were adjusted that the turpentine situation would be in a very serious condition owing to the enormous quantities that are needed in European countries. However, shipments are coming forward fairly well and dealers so far are not having any difficulty in supplying the present demand, it is stated. The new prices are as follows:

1 bbl. lots, $2.95 Imp. gallon; 2 to 4 bbls., $2.94 Imp. gallon; 5 gallon lots, $3.10 Imp. gallon.

WINNIPEG MARKETS

Grub Hoes, Mattocks, Picks Up 50c

Winnipeg.

GRUB HOES, MATTOCKS, ROCK AND RAILROAD PICKS.—Although these lines have advanced considerably in the past, little change has occurred of any marked degree for some time.

The new prices ruling are: Grub hoes, $15.50; grub mattocks, $14.25; railroad picks, 5 to 6 lbs., $12.25; 6 to 7 lbs., $13.25; 7 to 8 lbs., $14.25; ore or rock picks, 6 to 7 lbs., $13.25; 7 to 8 lbs., $14.25.

Barbed Wire Advances; Prices 4% Higher

Winnipeg.

BARBED WIRE again makes a showing of further advances to the extent of 4 per cent. on previous prices. However, as this line has shown so much activity in the past and in recent weeks that periodical changes are fast being accepted as a matter of course, it would not surprise many of the best-informed if this order of things would continue indefinitely, with little encouragement to hope for better conditions than are at present existing. The new prices ruling are, per 100 lbs.: Lyman, 4 pt., $6 f.o.b. Winnipeg; Glidden Cattle, 2 pt., $5.80 f.o.b. Winnipeg; Baker, $5.70 f.o.b. Winnipeg.

Beaver Board is Higher; 7% Over Previous Lists

Winnipeg.

BEAVER BOARD.—The new prices ruling are, all sizes, in original bundles: $41 per 1,000 feet; less than bundles, $42.50 per 1,000 feet.

Staples, Bright, Galvanized, Show 10c Advance

Winnipeg.

FENCE STAPLES, BRIGHT AND GALVANIZED.—Following the latest changes in wire, fence staples also show advance for the week. Although the change shows only slight increase, it is clearly seen that the present unsatisfactory condition of the wire market is not confined to wire alone, but is influencing and controlling the by-products pertaining to this line. The latest quotations are: Fence staples, bright, $5.75 f.o.b. Fort William; $6.25 f.o.b. Winnipeg. Galvanized, $6.65 f.o.b. Fort William; $7.15 f.o.b. Winnipeg.

Wire Nails Advance; Showing 10c Increase

Winnipeg.

WIRE NAILS, in both ordinary and finishing, have been moderately quiet for some time, with only occasional changes. This week again shows a slight advance on previous prices, but this activity can also be attributed to the present condition of the wire market. The new prices are as follows: Wire nails, f.o.b. Fort William, $5.40 base; Winnipeg, $5.90 base. Wire finishing nails, f.o.b. Winnipeg, sizes 1 in., $8; 1⅛ in., $8; 1¼ in., $7.65; 1½ in., $7.40.

Putty Prices Revised Upwards About 8%

Winnipeg.

PUTTY has shown great activity in the past, with many substantial increases appearing at different periods. The week's offering in the way of increase shows a further approximate 8 per cent. advance on preceding prices. The latest quotations are: Putty, 1½ lb. cans, 15¼ cents; 5 lb. irons, $9.70; 12½ lb. irons, $9; 25 lb. drums, $8.30; 50 lb. drums, $7.70; 100 lb., drums, $7.70. Bladdered putty, brl lots, $10 per 100 lbs.

Formaldehyde Advances About 39 Per Cent.

Winnipeg.

FORMALDEHYDE The latest prices are: Formaldehyde—400 lb. brls., 45 cents per lb.; 200 lb. brls., 46½ cents per lb.; 100 lb. kegs, 47½ cents per lb.; 2 lb. jugs, $1.10 each; 5 lb. jugs, $2.65 each; 10 lb. jugs, $5.10 each.

Fibre Wash Tubs and Pails Show an Increase of $1.50

Winnipeg.

FIBRE WARE.—Prices are: Fibre wash tubs, per dozen, No. 3, $17.45; No. 2, $20.55; No. 1, $24.75; No. 0, $28.85. Fibre pails, per dozen, standard, $6.30.

Paints and Varnishes Advance 50 cents

Increases Date From January 15—Nearly Every Line Affected—Dealer Agents Will Get Initial Orders at Prices Paid Prior to Change—Aluminum Paint Down

NEW REVISED PRICES EFFECTIVE JANUARY 15

House Paints, Porch Floor Paints, Marine Paints (except Dory), and all other liquid oil paints, excepting Barn Paints, advanced, per gallon, net	$ .50
Inside Floor Paints, Floor Enamels, Flat Wall Paints, advanced, per gallon, net	.50
Barn Paints, Roof, Bridge and Dory, advanced, per gallon, net	.25
Carriage, Wagon, Implement, Auto Enamels, Coach Colors, Canoe Enamels, Radiator Enamels, Gas Engine Enamel, Oil and Varnish Stains, and all other sundry lines, 15% advance over price lists issued and effective July 11, 1919	15%
All clear Varnishes are advanced, per gallon, net (Advance to be over list of July 11, 1919).	.50
Aluminum Paints reduced, per gallon	.50

WESTERN POINTS

Winnipeg prices, 15c per gallon advance over Montreal and Toronto.
Calgary and Edmonton prices, 35c per gallon over Montreal and Toronto.
Vancouver and Victoria prices, 25c per gallon over Montreal and Toronto.

FIFTY cents per gallon for house paints, and many other grades and types of liquid oil paints; fifty cents per gallon for all clear varnishes, together with varying advances on all specialties, stains, enamels, etc., and a fifteen per cent. increase in the price of carriage, wagon, implement, and many other enamel paints, were the important increases made in prepared paints last week by the Canadian Paint, Oil and Varnish Association. These changes, which will be found in detail in the accompanying panel, are effective as from January 15.

Two exceptions are made, which are of some interest. Aluminum paint has been reduced in price 50c per gallon, while oil colors and japan colors remain unchanged. In addition to this, while there have been individual increases on some lines during recent months, the increases are based over the lists effective on July 11, 1919, thus making prices more or less uniform on standard goods.

Definitely Forecast

HARDWARE AND METAL has, for the past month, predicted that prices would advance, and probably very soon. Very definite forecasts were made in HARDWARE AND METAL on January 3, 10 and 17, and in the market report last week it was stated. "Even before the week-end there may be higher prices effective." A special article on page 52 of the issue of January 10 carried the heading: "Paints and Varnishes May Soon Advance," and this pointed out the underlying conditions presaging increases that were bound to come.

The advances now in effect make the gallon price for standard colors $4.80, with the usual differentials for white and floor paints, these prices being Montreal and Toronto basis. Provision has been made for outside point deliveries, Winnipeg taking on the usual 15c advance over Montreal and Toronto basis, per gallon, and Calgary and Edmonton 35c, with 25c extra on Victoria and Vancouver point deliveries.

On All New Business

The new prices, according to the manufacturers, will be charged on all new business dating from January 15. That is to say, dealer agents who have been, and are in the habit of placing initial orders for prepared paints and specialties, will have the opportunity of obtaining one initial order on the basis obtaining prior to January 15, 1920. This plan has been followed for many years by the paint makers, and in fairness to those who have not been called on by the travelling salesmen for their first order, to be shipped for the opening of the 1920 painting season, this consideration is extended. It is stated, however, that this will apply to only such orders as constitute "placing" business, as ordinarily done by the hardware trade.

The above applies to dealer agents, and as remote sections of the country cannot be reached until late in the winter, such consideration to dealer agents will be extended until March 1 next.

What of Conditions?

In recent weeks HARDWARE AND METAL has dealt editorially with the upward trend of commodity prices on a great many items entering into paint making. The list is a long one, but the principal contributing factors in the advances above recorded are stated to be the basic raw materials, such as white lead in oil, linseed oil and turpentine. In the varnish list, the high world markets on all grades of gums, and their scarcity, has aggravated a condition that was bad enough in 1918, and earlier, and which appears to grow less promising. The high oil and turpentine prices are also factors of importance on varnish.

Since the war stopped, labor has been the big factor with which all manufacturers have had increasing anxiety. If manufacturing was to continue uninterruptedly, then it was necessary to meet the demands of labor and pay them more. This added enormously to the cost of production. In addition to this, containers increased in price, and there is really more uncertainty at this moment regarding the delivery of cans and their price, than ever there has been, at least for a generation.

Two New Factors

Two factors, which, while not exactly new, are of such recent development as to make their consideration necessary by paint makers, since the advances of last week are of immediate interest and importance.

In the first place, tin container material has scored new advances, and the outlook is far from encouraging. Elsewhere in this issue a special article calls attention to the fact that container material will be increasingly difficult to obtain. Not only is this true of tin cans, but all boxing material, such as excelsior and wood cases, have increased in price enormously, some of them fifty per cent.

Pig lead increases have been frequent of late, and since last report an advance of fifty cents per hundred pounds has been made for dry white lead. It is evident, then, that a higher price will soon follow for lead ground in oil. Obviously, following this, the basis on paints containing lead in oil will further firm, and probably advance.

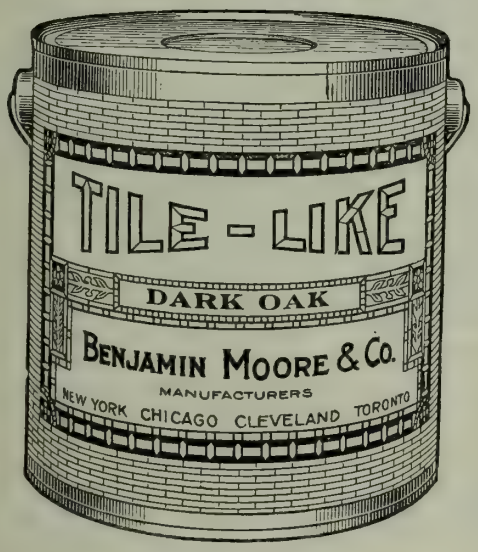
Paint Manufacturers Are to Be Licensed

Chicago.—The judiciary committee of the Chicago city council is at work preparing ordinances to "define, regulate and license" about fifty different lines of business with the object in view of raising by indirect taxation a portion of the $7,000,000 revenue formerly received by the city from the saloons. Among those businesses enumerated in the tentative list are paint and varnish manufacturers, glass manufacturers, glue and paste manufacturers, oil and glycerine manufacturers, and chemists.

Tile-Like Finish

"Save the surface and you save all" *Paint & Varnish*

A Varnish and Stain Combined



Put up in large and small size cans

For use on hard or soft wood floors, old furniture, wicker furniture, porch chairs, linoleum or oilcloth, etc.

Tile-Like is the greatest renovator of old furniture you can sell in your store. Makes everything look like new.

For beautiful effects and great durable wearing qualities recommend Tile-Like. It's sold at a reasonable price and there are splendid profits in it for the dealer.

Write to-day for our agency proposition. It will put you in touch with a line of Paint and Varnish products that are being recognized by the public as the **"best money value"** on the Canadian market to-day.

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Toronto

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Western Sales Manager:
J. B. Cleveland, Box 821, Saskatoon, Sask.

Pratt and Lambert Sales Force Meet

The Western division of Pratt & Lambert's sales force met at Chicago, Monday and Tuesday, Jan. 5 and 6, followed by a Central Convention for Buffalo and Canada, at Buffalo, Thursday and Friday, Jan. 8 and 9, closing with a meet in New York, Monday and Tuesday, Jan. 12 and 13. These three semi-annual sales conventions marked the beginning of another year's business for this firm.

Vice-President J. N. Welter formerly opened the Chicago convention which was held at the company's office, 320 West 26th Street. Among the gueses attending the dinner at the Chicago Athletic Club, Monday night, were Mr. F. W. F. Clark and his son, R. H. I. Clark, of London, England. The senior Mr. Clark is head of Pratt & Lambert's British associate house, Robt. Ingham, Clark & Co., Ltd., London. "Bobbie" Clark, as he is known by his many friends, enlivened the dinner by his songs and impersonations. J. G. Schroeder, assistant resident manager, Chicago factory, also contributed his usual number of songs.

At the Chicago dinner, as in Buffalo and New York, quota checks were distributed to the salesmen who were foremost in making last year's business the record period of the company's history.

On every side were heard predictions which reflected President McNulty's prophecy that 1920 would be a banner year in view of extensive building projects throughout the United States and Canada. The powerful advertising campaign, too, it was agreed, may be counted upon to wield a tremendous influence in creating sales for the company's products.

Chairman William H. Andrews, toastmaster at the dinners, complimented the men on the splendid results achieved and urged all to a still greater effort in the task in which each was engaged, emphasizing the fact that every man is rewarded according to his work.

Lack of Raw Steel Cuts Tin Plate Output

PITTSBURGH, Jan. 22.—The hopeless prospects the last few days of sheet or tin plate buyers obtaining any consideration from the mills was responsible for the apparent inactivity of this market for buyers recognized the congestion in the sheet and tin plate market and made little effort to sound the trade out for new tonnage. Among the jobbers, the average in prices upon which was based the small warehouse trading was unchanged as a rule, with black sheets at 5.25 cents and blue annealed at 4.15 cents. Scattered trading in tin plate over the work, mostly in less than carload lots, was on the basis of $8.25 and $8.50 per base box.

Both sheet and tin plate mills were obliged to restrict production because of the lack of raw steel.

British Firms Are Doing Big Business

WASHINGTON, Jan. 22.—The shortage of British goods for export to America is the subject of a report to the Department of Commerce from the American Consulate General in London.

It is reported in the London press that four representatives of the Retail Research Association, who traveled to Great Britain for the purpose of placing orders on behalf of eighteen American department stores, have found it impossible to secure acceptance of more than one-fourth to one-half of such orders.

The Brush Department

A Big Talking Point to Make in Selling Shaving Brushes

Another Death in Ontario From Dreaded Anthrax Emphasizes Importance of Merchant Handling Brushes Which Are Made by Processes Eliminating Infection

A RECENT death in Ontario from anthrax which, it is alleged, was traceable to infection from a shaving brush, provides the hardware merchant with some exceedingly strong talking points.

The merchant who can assure the prospective buyer that the shaving brush he is showing him is manufactured by a firm whose processes absolutely prevent any danger of infection of this kind, has the best kind of a selling argument. It also gives him an opportunity to enlarge upon the manufacture of brushes generally, and point out many interesting things in connection with their making.

No Care Is Taken

It is stated that anthrax develops in shaving and hair brushes which are manufactured under unsanitary conditions, such as may frequently exist in Japanese shops.

A report received from London, England, stated that, at a meeting of the City of London Corporation, Mr. Deputy Heilbuth called attention to the fact that shaving brushes infected with anthrax were being imported from Japan. He said that, unfortunately, they had been distributed in various parts of the country, and that cases of death had occurred in consequence. Owing to the urgency of the matter, the sanitary committee had prepared an interim report and was taking active steps in the matter.

The medical officer of health stated that all the known consignors of shaving brushes were taking steps to test them for infection. In practically all samples submitted, one or two brushes were found to be infected with anthrax.

In discussing the matter with the Boeckh Company, Limited, Toronto, E. C. Boeckh, president of the company, stated to HARDWARE AND METAL that anthrax had been found in shaving brushes of Japanese manufacture. These brushes, he said, are of a cheap grade, made for competition purposes, and are often manufactured under the most unsanitary conditions by the poorer classes of Japanese workmen, who make the brushes at their homes and on the streets.

Mr. Boeckh stated that he thought it advisable that the public should know of the conditions of Japanese brush manufacture, in order to be guided intelligently in the matter.

Generally speaking, he said, the public should be educated to buy the goods of reliable makers, and should look to see that every brush they purchased had a reliable trade mark, which would be a guide and an assurance that the product was all right.

Canadian-made brushes, especially those that have the bristles set in rubber, cannot possibly contain this germ, said Mr. Boeckh, for several reasons. All bristles and hair used by any Canadian brush manufacturers for this process, are boiled for several hours. The rubber preparation is placed on the ends of the bristles, placed in a ferrule, and vulcanized at a great heat of about 260 degrees Fahrenheit. This vulcanizing lasts for anywhere from 10 to 12 hours. No germs could live through such a process, even if there were any before the other processes of manufacture began.

Boeckh's Rubber Set Paint Brushes

Boeckh's Rubber Set Paint Brushes—Boeckh's are the ideal brushes for all paint and varnish jobs. Their reputation is so well known to you and all other Canadians that we do not have to say more.

With the very best selected bristles, which cannot possibly come out, Boeckh's are the most satisfactory paint brushes on the market to-day.

If you should be one of the few dealers who are not handling Boeckh's brushes, don't wait any longer. Write for particulars. We co-operate with all our dealers in the most practical ways.

Every Brush Guaranteed Perfect

The Bristles Can't Come Out

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

Important Consolidation of Paint Manufacturers

Merger Affects the Glidden Co., of Toronto, and is One of the Largest Amalgamations in the History of the Paint Trade

MENTION has been made in recent issues of HARDWARE AND METAL of the expansion of the Glidden Company and the purchase by it of various plants. News of still another important development of the firm comes from Cleveland in the shape of an announcement that the company has been reorganized with a preferred stock of $7,500,000 and 360,000 shares of common stock, following the merger of some of the large paint interests in the United States and Canada. This is said to be the largest consolidation of paint manufacturers ever effected. Discussing the merger the Cleveland "Plaindealer" says:

"Companies that figure in the merger include the Glidden Co., of Cleveland; the Glidden Co., Ltd., of Toronto; the Glidden Co. of California, the Glidden Co. of Massachusetts, and the Glidden Co. of Texas.

Other companies are: Heath & Milligan Manufacturing Co., the Adams & Elting Co., and the Nubian Paint and Varnish Co., all of Chicago; the Forest City Paint and Varnish Co., of Cleveland; the American Paint Works of New Orleans; T. B. Blood & Co., and the Twin City Varnish Co., both of St. Paul, and the Twin City Varnish Co. of Illinois.

Then there are the A. Wilhelm Co., of Reading, Pa.; the Campbell Glass and Paint Co., of St. Louis, and also the Linseed Oil Mill, in St. Louis, formerly operated under the name of the Mound City Linseed Oil Co.

The new company will have assets of $15,500,000, with liabilities including reserve set up for federal taxes, local and state taxes, amounting to $2,250,000, making the net worth of the company $13,250,000.

The organization will be unique in that it will have factories located at every strategical geographical point in the United States and Canada. In addition it will contain its controlling interest in the Glidden Stores Co. and will follow out its present plans of expansion in arranging for the control of its basic raw materials.

The officers of the reorganized company will consist of Adrian D. Joyce, president; O. A. Hasse, vice-president, and R. H. Horsburgh, secretary and treasurer.

Famine in Glass is World-Wide, Declares Jobber

Says Automobile Firms Can Handle a Million Feet and Not One-Tenth of This Has Been Available—Big General Demand is Expected for Some Time

THE fact that the prices on plate glass are practically withdrawn may be an indication of the present nominal prices, and more forcibly be a reminder of the acute scarcity of plate glass. One of Toronto's leading glass jobbers, when interviewed by HARDWARE AND METAL, gave it as his opinion that one of the greatest demands yet recorded would prevail in the glass market. He was of the opinion that the automobile trade alone could handle, approximately, 1,000,000 feet of plate glass throughout the year, whereas hardly one-tenth of this amount has come through in the past ten months.

There is no doubt that the present famine is world-wide. In fact, we believe that foreign countries are worse off than we are, especially those places around where the recent war activities took place. Belgium has been shipping some glass, but the quantities have not been large enough to really count as a factor in the present situation, although I believe Canada would receive any preference, if there was such a thing. I have heard of a case where there were buyers from Turkey, Austria, Germany, and other countries, who had been in Belgium, in one of their glass market centres, for several months, and only one order had been placed during all that period. In fact, orders for tonnages that would run into millions of feet are said to have been refused at double the prevailing prices, owing to the manufacturers being booked to capacity. However, it is impossible to be governed by one set of factors, as the situation is so gigantic that it involves practically the whole world, and new factors may unexpectedly turn up and upset calculations of the best-informed men of the country.

Have Not Increased

According to recent figures, American manufacturers have not increased their production, and present figures show very little increase over those of ten years ago. By way of comparison: the automobile trade estimates were, approximately, 1,000,000 feet; now the approximate demand is estimated at 34,000,000 feet, and the addition is well established.

It is an open secret that the General Motors, Inc., have secured control of three plate glass factories. It hardly seems probable, then, that this firm would give industries outside of the automobile industry the preference and supply them with plates which the automobile trade so badly need. So the fact remains that this firm are getting the limit of production from these factories, where formerly they would only secure a probable 25 per cent., which will have a natural tendency to make shortages in other industries more acute.

The high rate of exchange is a big factor in the marketing of glass to the Canadian trade, especially as most of our present supplies come from the United States, where the exchange is against us.

Will Be Relieved

Questioned regarding the window glass situation, it was the belief of this jobber that, although window glass was remarkably scarce, the situation was one that, in his opinion, will automatically be relieved, as there was window glass to be had. The present season has been an exceptionally long one, on account of the great scarcity of houses, and many of these houses have been under process of building during the winter months, which is exceptional. This naturally affects the supplies of window glass.

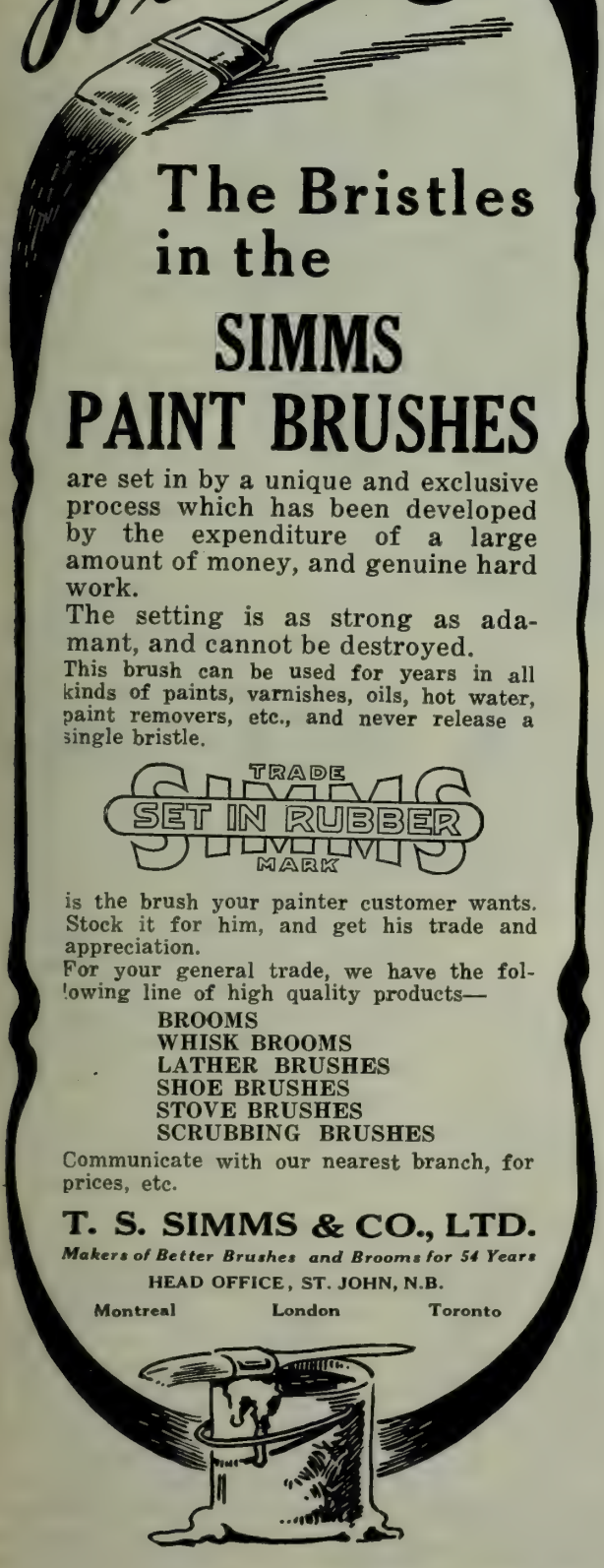
The withdrawal of prices on plate glass is not necessarily an advance in price. The present prices, however, are nominal to such an extent that, while a jobber knows what he can sell any stock he may have on hand for, he is entirely ignorant of what the factories will charge him for glass coming, as the factories will not accept orders only for shipment at their earliest convenience, which may be several months away, and these acceptances are for prices at time of shipment, and very few are able to predict what the future prices will be or when the shipment will arrive, making it almost impossible to issue standard price lists.

MOORE—CARLETON

The wedding was solemnized in St. Louis recently of Richard Moore, Jr., superintendent of the St. Louis plant of Benjamin Moore & Company, and Miss Esther Mayne Carleton, daughter of Murray Carleton, president of the Carleton Dry Goods Company. Mr. Moore is a son of Richard Moore, president of the National Paint, Oil and Varnish Association.

American Window Glass Company, capital $80,000, head office Toronto, plans to manufacture and deal in window glass.

Defies Destruction



The Bristles in the SIMMS PAINT BRUSHES

are set in by a unique and exclusive process which has been developed by the expenditure of a large amount of money, and genuine hard work.

The setting is as strong as adamant, and cannot be destroyed.

This brush can be used for years in all kinds of paints, varnishes, oils, hot water, paint removers, etc., and never release a single bristle.

TRADE SIMMS SET IN RUBBER MARK

is the brush your painter customer wants. Stock it for him, and get his trade and appreciation.

For your general trade, we have the following line of high quality products—

BROOMS
WHISK BROOMS
LATHER BRUSHES
SHOE BRUSHES
STOVE BRUSHES
SCRUBBING BRUSHES

Communicate with our nearest branch, for prices, etc.

T. S. SIMMS & CO., LTD.

Makers of Better Brushes and Brooms for 54 Years

HEAD OFFICE, ST. JOHN, N.B.

Montreal London Toronto

BERRY BROTHERS' CELEBRATED TRADE MARK BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE, ONT.

This Trademark

bears the same relation to varnish as the Sterling mark to Silver.

Among home builders, house owners, architects, painters and others who use or direct the use of varnish, this fact is so generally known that no selling arguments by the dealer are necessary for any products bearing Berry Brothers' name. Their label is equivalent to a guarantee of quality and is accepted as such without question.

Partial List of Distributors of Berry Brothers' Products

A. M. Bell & Co., Ltd.	Halifax, N.S.
Lariviere, Inc.	Montreal, Que.
L. H. Gaudry & Co.	Quebec, P.Q.
Wood, Vallance, Ltd.	Winnipeg, Man.
Wood, Vallance & Adams, Ltd.	Calgary, Alta.
Revillon Wholesale, Ltd.	Edmonton, Alta.
Hunter-Henderson Paint Co., Ltd.,	Vancouver, B.C.
Wood-Vallance Hardware Co., Ltd.,	Nelson, B.C.
Frank A. Gillies Co.	Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd.,	Port Arthur, Ont.
Whites, Ltd.	Collingwood, Ont.
Sanderson Pearcy & Co., Ltd.	Toronto, Ont.
Townsend Paint Mfg. Co.	Montreal, Que.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 22.—The big feature of the week in paint markets is that of an advance, all around, for prepared paints, varnishes, specialties, and kindred products. The advance for prepared paints is fifty cents per gallon, and that for most grades of varnish, fifty cents per gallon, while specialties are advanced 15 per cent. over the lists applying on July 11, 1919. A complete detailed report will be found in the special article appearing elsewhere in this issue. There is no guarantee of the duration of the new prices, which are effective as from January 15. Dealer agents will, as heretofore, be accorded the privilege of placing one opening booked order at the prices prevailing prior to the above advance.

Linseed oil is very firm, is scarce, and likely to be for some weeks. Dry white lead is higher, 50¼c per hundred being added to the price, and an advance for the product, ground in oil, may follow. Turpentine is marked higher. Putty is firm, and all conditions, due to high outlay for every raw material, boxing, containers and labor, point to a decidedly high market for some time to come.

Oil Holds Tight; But Little Change

Montreal.

LINSEED OIL.—Prices are practically unchanged on linseed oil this week, but the undertone of the market is strong, and prices are bound to rule firmly, if not higher. Seed delivery is slow, and will be slow for some time, it is expected, all food grains having the right of way over transportation lines. Demands from manufacturers are steadily heavy.

	Imp. Gal.	
Raw—		
1 to 2 barrels	2 48	2 50
3 to 4 barrels	....	....
Boiled—	Imp. Gal.	
1 to 2 barrels	2 50	2 52½
3 to 4 barrels	....	2 49½

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Turpentine Scores Another Advance

Montreal.

TURPENTINE.—As definitely forecast in last week's issue of HARDWARE AND METAL, turpentine has again advanced and is now quoted at $2.85. There is still a great scarcity of this commodity, and a general firmness characterizes this market.

Turpentine—	Imp. Gal.	
Single barrels	2 85	2 90
Small lots	....	....

(Packages extra.)

Putty Holding Firm; Plate Glass Firmer

Montreal.

PUTTY.—Putty is steadily holding at recently advanced prices, and a general firm feeling is felt in this market. While it is reported that there is a slight improvement in supplies the difficulty of getting enough on hand to fill immediate needs is still felt. Plate glass is reported somewhat firmer in price.

	5 ton	1 ton	Quanty.
Bulk, in barrels	5 50	$5 75	$6 10
Do., ½ barrels	5 65	5 90	6 80
Do., 100 lbs.	6 30	6 60	6 95
Do., 25 lbs.	6 60	6 85	7 20
Do., 12½ lbs.	6 85	7 10	7 45
3 and 5 lb. tins	8 60	8 85	9 30
1 and 3 lb. tins	9 10	9 35	10 70
Do., in 100 lb. cases	7 65	7 90	8 25

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60

Dry White Lead Up; Product in Oil Firmer

Montreal.

WHITE LEAD IN OIL.—Stiffening of the market for white lead in oil is suggested in a further advance for dry white lead of 50 cents per 100 pounds. This, some expect, will be ample reason for an early advancing of the price for the product ground in oil, and schedules may be changed at an early date. The present basis for standard grades is: five tons, per 100 pounds, $17.50: ton lots $18, and smaller than tons, $18.35.

Fifty-cent Advance For Paints; Varnishes

Montreal.

PREPARED PAINTS, VARNISHES, ETC.—Prices are marked up 50c per gallon on prepared paints containing linseed oil, and a full list of the changes appears elsewhere in HARDWARE AND METAL. These changes were made last week, just as HARDWARE AND METAL was on the press, and very definite forecast was made as to the decided likelihood of higher prices ruling.

In addition to an advance of 50 cents per gallon for all clear varnishes, specialties of all kinds are advanced, the two notable exceptions being oil and Japan colors, and aluminum paint, the latter of which has been reduced 50 cents per gallon. In view of the fact that prices for lead are again marked up, and also owing to the frequent advances for containers and for boxing and packing material, there is no guarantee as to the duration of the new prices announced.

TORONTO

TORONTO, Jan. 22.—Ready-prepared paints have been advanced 50 cents per gallon. This is said to be due to the high cost of white lead, turpentine and linseed oil. Manufacturers claim that refined colors, which formerly came from Germany, are now very hard to procure, and any that do come to hand from other sources are at higher prices.

Turpentine and linseed oil remain unchanged, although the market is held on both products at a firm figure. Rosin is reported scarce. Varnish is unsettled and higher prices are looked for. The outlook for spring business is very bright, and jobbers say there is a large volume of business booked for spring shipment.

Ready Prepared Paint Jumps 50c Per Gallon

Toronto.

READY PREPARED PAINT.—Ready prepared paint, as predicted in HARDWARE AND METAL issue of last week, has advanced, the new price being 50 cents per gallon higher. Manufacturers state this is due to the advancing cost of white lead, linseed oil, turpentine; also other ingredients. They also state that some of the colors which formerly came from Germany are at present very hard to procure. One manufacturer stated that he had never shipped so much paint at this time of the year as at the present time. A large year of expansion is looked forward to by nearly all business men, at least for the first half of the present year.

Window Glass Firm; Plate Glass Prices Withdrawn

Toronto.

GLASS, PLATE AND WINDOW.—The prices on plate glass have been withdrawn. This is not necessarily an indication that higher prices will be charged, but may be an example of the nominal prices charged in the glass market. Plate glass is practically off the market. Jobbers claim they cannot tell from day to day what their price will be for the day following. This is due to the fact that, while a jobber knows that he can sell any stock he may have on hand, he is entirely ignorant of what the factories will charge him for glass coming. The factories will not accept

Get the Painter Business

Painter business is steady business. It represents volume—and volume means profit.

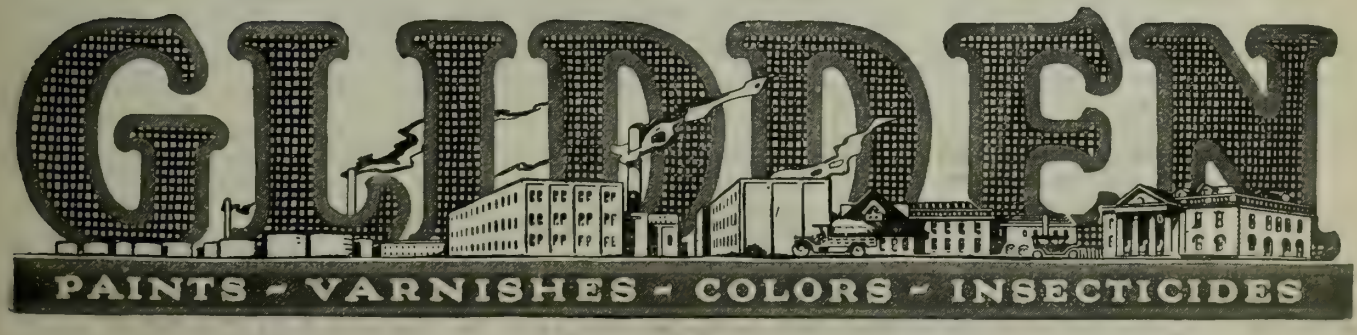
It's worth going after.

And worth holding, so go after it with Glidden products and Glidden quality will hold it.

Glidden is a reputable name throughout the Dominion. It is a synonym for good varnish. It is now known as a safe name for paints, enamels and every other kind of material the painter needs.

If you're really in earnest about the paint question we have a proposition that will prove of interest to you. Write for prices and plan.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario
Branches at Montreal and Winnipeg



orders unless for shipment at their earliest convenience, which may be several months away, it is stated. These acceptances are for prices at time of shipment, and very few are able to predict what the future prices will be, or when a shipment will arrive.

Methylated Spirits And Wood Alcohol Still Scarce

Toronto.

WOOD ALCOHOL, METHYLATED SPIRITS.—There continues to be a notable scarcity in this commodity, although the scarcity is not causing any great inconvenience. The present price of methylated spirits is $2.00 per gallon, while wood alcohol is selling at $2.70 per gallon, in 5 gallon lots.

Putty Prices Firm; Remain Unchanged

Toronto.

PUTTY.—Putty is holding at a firm price and the demand is very heavy for this season of the year. Owing to the shortage of buildings, building operations have been carried well into the winter months. This naturally has created a big demand for glass and, incidently, putty. The prices are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 85	$6 10	$6 45
Do., 100 lb. iron	6 70	6 95	7 30
Do., 25-lb. iron	6 95	7 20	7 55
Do., 12½-lb. irons	6 70	7 45	7 80
Bladder, in barrels	7 60	7 85	8 20

Turpentine Scarce; Remains Unchanged

Toronto.

TURPETINE.—Stocks continue to be light. Jobbers state that the uncertainty of the shipping facilities in the U. S. A. is one of the factors. The present demand, although light, is about equal to the supply, it is stated.

The following are the present quotations:

Turpentine—	Per Imp. Gal.
1 barrel lots	2 95
2 to 4 barrel lots	2 94
5 gal. lots	3 10

Linseed Oil Firm; Prices Unchanged

Toronto.

LINSEED OIL continues to hold at a firm price. Crushers state that owing to wheat and other grains having preference over shipments of other commodities, that flaxseed is not coming in such good quantities as they could comfortably handle. It is stated that if the exchange between foreign countries were to be adjusted that the situation would develop serious phases in the marketing of oil. It is believed that the Europeans are badly in need of this commodity, and that Canada and U. S. A. require more seed than reports indicate they have on hand, thus leaving Argentine to supply the surplus, which would be very heavy, it is stated.

The following are the present quotations:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 57	2 70
3 to 5 barrels, gal.	2 56	....
10 barrels and over	2 54	....
	Boiled	
1 to 2 barrels, gal.	2 60	2 73
3 to 5 barrels, gal.	2 59	....
10 barrels and over	2 57	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Wire and Nails Reported Scarce

PITTSBURGH, Jan. 22.—Serious problems confront the wire and nail consumer owing to the scarcity of this material, which is entirely out of the trading market, in so far as mills are concerned, for some months. Consumers who usually buy by car lots in nails and wires are now getting nails in single kegs, and in some cases by the pound, to tide over the situation. Wire by the reel is also sought by large buyers. Oil fields have been especially vigorous in their quest for these supplies, and the energy with which buyers go after stray lots of nails is responsible for the fancy prices paid for such stocks as are traded.

As a matter of fact, resale stocks are the only considerable tonnage brought out in the demand, though there has been a fairly good showing made by wire and nail mills in deliveries, an improvement during the past week, especially in volume. The difficulty of the wire producers is in the obtaining of raw steel and in raising the standard of efficiency in the working forces after the demoralizing influence of the foreign laborers' strike.

As a result of the exceptional activity of the wire and nail trade, steps have been taken for the resumption of the old Kelly Nail & Iron Company plant at Ironton, O., which has been idle for the past three years and which will be started on full time in the immediate future. No large nail or wire producer is accepting or quoting on new business for the present, though $5 per keg for nails is commonly paid.

Will Assist Merchants in Better Accounting Methods

Saskatchewan Branch of R.M.A. Plan to Help Members in Many Ways—Educative Moving Pictures and Assistance in Preparing Advertising Part of the Scheme

F. E. RAYMOND, secretary of the Saskatchewan Retail Merchants' Association, was one of the delegates from the West at the special meeting of the Dominion board of the R.M.A. last week. The Saskatchewan board, according to Mr. Raymond, has a very aggressive campaign mapped out for the future to assist their members.

"We are making plans," he said to HARDWARE AND METAL. "to establish district organizations, each to be looked after by a district secretary familiar with the retail trade, who will be able to assist merchants to better accounting methods and to prevent or at least cut down bad debts. We have already one of these organizations in operation with Assiniboia as the centre. These districts will be about 100 miles square. The district secretary will travel throughout the district, hold meetings, arrange list of delinquent accounts and 'slow pays,' so that members of the organization will benefit by knowing exactly where each consumer in the section stands in regard to payment of his or her account."

"What is the fee charged the merchant for this service?" Mr. Raymond was asked.

"Our Provincial fee is $15 per year, having recently raised from $12. The district fee is $40, but the service is of an intensive character and as it means, to a large extent, the elimination of bad debts, it is easily worth that and more to each merchant who is a member.

Educative Moving Pictures

"It is also our intention, if possible, to arrange a series of educative moving picture shows for the benefit of members in each town. For instance, we will endeavor to secure films from manufacturers showing the manufacture of their products from the raw material to the finished article.

"Another service which we are giving our subscribers is a service on retail advertising. At our head office in Saskatoon we have a manager in charge of this work who prepares advertisements for local newspapers, circular letters, posters, bills, etc. We charge, of course, a fee to cover cost of this service. We find many of our members availing themselves of this service, which is proving quite popular throughout the province."

The Western delegation to the special meeting of the Dominion board at Ottawa included, besides Mr. Raymond, J. A. Banfield, president of the Dominion board; Mr. Humphries, of Humphries & Stiles; Mr. Loftus, solicitor for the Manitoba branch; W. P. Ball, vice-president, Saskatchewan Provincial board, Assiniboia, Sask.; G. S. Hougham, Vancouver, Provincial secretary of the British Columbia Association; Mr. McRobie, Vancouver president of the B. C. Association; Jas. Kellas, of Medicine Hat, Alta., provincial secretary for the Alberta Association, and Mr. Box, president, Manitoba Provincial board, Souris, Man.

"The Right Paint to Paint Right"

Ramsay's Paints and Varnishes

Save the surface and you save all" *Paint & Varnish*

Homes, both old and new, are crying out for Spring Painting—for Ramsay's Paints and Varnishes that please and satisfy the consumer and so build lasting, worthwhile trade, reputation and good-will for the merchant.

Ramsay Quality gives service and satisfaction, convincing to your customer, that your store is the place to buy.

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 77 years
"The Right Paint to Paint Right"

Toronto **MONTREAL** **Vancouver**

Distributers

EDMONTON DISTRICT
Revillon Wholesale Limited, Edmonton

NOVA SCOTIA
Jas. Simmonds, Limited, Halifax, N.S.

CALGARY DISTRICT
The MacDonald Baker Co., 818 8th Ave. W., Calgary

MANITOBA AND SASKATCHEWAN DISTRICT
H. L. Perry Co., Limited, 214 Princess St., Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Ammunition, in cases. Discount 30/10/20%.

Terms—Metallics and shot shells, 60 days net, 2% 30 days. All goods f.o.b. factory.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.
B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless, $72.25 per M; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 6½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 38, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.

AXES

Single Bits, doz.	$15 50	$16 50
Hunters' Axes	12 00	13 00
Boys' Axes	13 00	14 00
Double Bit	21 50	22 50

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 2, doz.	20 00
No. 3, doz.	22 50
No. 4, doz.	24 50

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B. Montreal, Toronto.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 0%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto

BITS, AUGER

Standard List Priced per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14 00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 35%.
Gilmour Auger Bits, 17½%.
Gilmour Eye Augers, net list.
Irwin Auger Bits, net.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 10	$9 10
1—18 x 24	8 90	9 80
2—18 x 28	10 00	11 50
3—20 x 30	11 45	12 50

BOARDS, IRONING Dozen

No. 1, Daisy	$27 00
No. 10, Daisy	32 00
No. 31,	11 00
No. 33	16 00
No. 35	32 00
No. 36	36 00
Perfection	34 50

BOARDS, SKIRT—

No. 11, doz. 12 60

BOARDS, SLEEVE—

No. 3 dozen $ 6 00

BOARDS (Wash) Zinc Doz.

Baby Globe	2 35
Beaver (brass)	7 85
Canada Glass	6 60
Competition Globe (metal)	4 25
Diamond Ring (glass)	6 30
Enamel Queen	8 00
Glass Globe	6 30
Improved Globe	5 15
Jubilee	5 80
Neptune	5 15
Newmarket King	5 80
Original Globe	5 65
Pony	$2 35
Royal Globe	5 15
Solid Back Globe	5 65
Standard Globe	5 15
Surprise	3 50
Supreme Zinc	5 15
Western King (enamel)	8 00

F.O.B. Newmarket.

BOILERS (Range)

30-gal., extra heavy	$14 00
30-gal., standard	12 00

BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 20%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 10%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 5%.
Elevator Bolts, large head, 5%. corrugated head, 40%.
Fancy Head Bolts, 5%.
Shaft Bolts ($3 list), 5%.
Step Bolts, large head ($3 list), 5%.
Whiffletree Bolts, 5%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list, $2.00.
Stove Bolts, 55%. Tire Bolts, 40%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	**$0 37**
Rods, base ½ to 1 in., round	0 35
Tubing, seamless, base	0 43

F.O.B. Montreal and Toronto.

BUTTS **Wrought Steel:—**

No. 840	add 20%
No. 800	add 25%
No. 838	add 5%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.
Paris plaster, five-barrel lots, $4: single barrel, $4.50. F.O.B. Toronto.

CHAIRS Dozen

Step ladder	$38 00
Step ladder stools	18 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80: No. 1, $28; No. 2, $33.75; No. 3, $44.75.
Russwin—Dozen: No. 0, $24.50: No. 1, $30.60; No. 2, $36.75; No. 3 $49.00.
Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9: No. 1, $9: No. 2, $10: No. 3, $11; No. 4, $13; No. 5, $16.
List prices power churns—No. 0, $11: No. 1, $11: No. 2, $12: No. 3, $13: No. 4, $17: No. 5, $20.
Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.
Discount of 7½% f.o.b. Montreal, Ottawa, Kingston.
Discount of 5% f.o.b. St. John, N.B.

CLOCKS

Big Ben	$3 75

F.O.B. Montreal, Toronto, Hamilton.

Good Morning, each	1 60
Lookout	2 00
Sleepmeter	2 15

Hamilton

CLOTHES BARS AND DRIERS

	Per Doz.
Leader Clothes Dryers	$10 85
Clothes Bars, Nos. 1 and 3	11 00
No. 2	13 80
No. 4	12 00
No. 5	14 00
No. 6	16 00

CLOTHES HORSES, Etc.

	Folding	Extension
4 ft.	$ 9 75	$19 50
5 ft.	12 25	24 50
6 ft.	15 00	30 00

CLOTHES LINES (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$21.50	
¼ in.	18.90	
5-16 in.	16.25	$15.75
⅜ in.	11.40	14.05
7-16 in.	11.15	13.80
½ in.	10.70	13.60
⅝ in.	11.00	13.20
¾ in.	10.20	12.60
⅞ in.	9.95	12.35
1 in.	9.70	12.25

F.o.b. Montreal and Toronto.

Electric Welded

	Proof	B.B.B.
⅛ in.	$18.95	.....
3-16 in.	18.00	$22.75
¼ in.	16.50	19.50
5-16 in.	13.80	15.70
⅜ in.	10.80	.....
7-16 in.	10.20	.....
½ and ⅝ in.	9.95	.....

F.O.B. Toronto, Montreal.

Cow ties, net list; trace chains, list; dog chains, 12½%; halter chains, 12½%: tie-out chains, 20%; stall fixtures, No. 1, or or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs.

F.O.B. Montreal, Toronto, Hamilton, London.

COMBS

List plus 15 per cent.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER Mont. Toronto

	Mont.	Toronto
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 41	0 39
Soft sheets, base 16 oz. and heavier	0 42	0 40
Tubing, lb.	0 46	0 45

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	90
No. 7, lb.	89
Nos. 8, 9, 10, 12	88

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.	$34 80
2 ft. 10 in., doz.	35.40
3 ft. x 7, doz.	36.60

F.o.b. Toronto.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

LATEST NEWS

WE NOW MAKE

THE ORIGINAL

IDEAL

Centrifugal Lead Trap

Having purchased the complete plant for the manufacture of

CENTRIFUGAL TRAPS

FROM

The Ideal Manufacturing Co.

WINDSOR

WE CAN MAKE PROMPT DELIVERY

Sole Manufacturers

The Canada Metal Company, Ltd.

HAMILTON MONTREAL **TORONTO** WINNIPEG VANCOUVER

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans

and

Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Established 1888

Be Sure to See Him

—we mean our traveller—before you decide on your line of skates.

Next season's successful skate business hangs upon your present decision.

Automobile SKATES

The Skate with Aluminum Tops

have a Canada-wide reputation and unequalled volume of sales built up upon the foundation of unequalled *Quality* and *Service*.

For instance—there is a popular model for every purpose. They are unapproachable in good appearance—a telling feature in women's trade. Keen edge is assured by hard-as-glass surface on blades. Practical unbreakability is made certain by soft, tough core.

Write us for particulars.

Canada Cycle & Motor Co., Limited

Montreal Toronto WESTON Winnipeg Vancouver

DRILLS—Continued

7/16	.90	29/32	2.29
15/32	.95	15/16	2.30
½	1.00	31/32	2.49
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 45%
Blacksmiths', ½-in. shank... 35%
Straight Shank 35%
Straight Shank, wire........ 35%
Taper Shank 35%

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899. %

Great Western, Amer...... 50
Kearney & Foot, Arcade.... 50
J. Barton Smith, Eagle 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson ....30 and 12½%
Black Diamond ....30 and 2½%
Delta Files 20
Firth Files 50
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, 10%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

Class—	Black	Galv.
A	0 57	0 72
B	0 25	0 35
C	0 19	0 25

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4" and under....	75%	70%
4½" and larger.	60%	60%

4" and under, running thread, 40%.
Standard couplings, 4" and under, 40%.
4½" and larger, 20%.
Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRILLS, ELECTRIC
Single heat, round, each.....$10 80
Three heat, round, round..... 12 80
Discount 20 and 5%.
F.o.b. Toronto.

GRINDSTONES Per 100 lbs.
Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Bi-Treadle, each 7 00
F.o.b. Toronto.

HALTERS (SNAP AND RING) Doz.
Russet rope shank, 1".$11.25-$12.75
Perfect, No. 1½ 13 20-13 80
Russet rope shank, 1¼ in.. 13 85
Black rope shank, 1 in.... 13 75
Black rope shank, 1¼".12.50-13 85
Hand sewn, no shank, 1 in. 17 40
Hand sewn, no shank, 1¼". 18 75

Halters (Sisal)
7-16 in. gross, $24; 9-16 in., $36 f.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE
Can, 5 lbs. and over, cwt..$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs and under... 22 50
Napping, up to 2 lbs.. .... 25 00
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall. D handles,, 10%. All other handles plus 10%. All doubletrees, 2½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net list. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 10%. Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Canada	12 50
Hatch	12 75
National	14 50
America	16 50
Great West	30 00
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices. Figured Net list.

	Strap Doz.	Tee pairs.
4-inch	$ 2 25	$ 2 00
5-inch	2 80	2 40
6-inch	3 00	2 70
8-inch	4 05	3 10
10-inch	7 20	3 50
12-inch	8 95	8 70
14-inch	....	....

Light, Net Prices. Figured net list.

3-inch	$ 1 15	$ 1 15
4-inch	1 35	1 25
5-inch	1 60	1 50
6-inch	1 90	1 70
8-inch	2 80	2 05
10-inch	....	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21 50; 36-in., $24.50.
Discount, 15%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz...	$4 40	$5 00-$5 50
No. 3, per doz...	4 50	5 50- 6 40
No. 4, per doz...	4 60	6 00- 7 40
Little Giant	6 25	....- ....
Barden Patent...	6 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto
Corrugated, ½ in., 100 ft..$17 50
Corrugated, ⅝ in., 100 ft.. 20 50
Corrugated ¾ in. 23 50
Corrugated, 1 in., 100 ft... 35 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.15 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS, (SAD)
Mrs. Potts, No. 55, polished, per set $2 05
Mrs. Potts, No. 50, nickel-plated, set 2 25
Mrs. Potts, handles, japanned, doz. 1 40
Sad irons, common, plain, 3, 4 and 5 lbs............ 9 20
Sad irons, plain, 6 lbs. up.. 7 00
Sad irons, common, plated. 5 50
Princess Electric, each.$4 00 4 10
Canadian Beauty Electric Irons—
Style A $4 71
Style B 5 08
Hotpoint Domestic Electric Irons, each 5 25
Gasoline Sad Irons, each ... 4 25
F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY
Spear Point $14 75
Lightning 13 25
Heath's 13 25

LADDERS, Etc.

Step Ladders Per ft.
Standard 0 31
Crescent 0 28
Household 0 24
Faultless, 4 to 10 ft. only..... 0 35
Ontario, 4 to 10 ft. only...... 0 32
Shelf Lock, 4 to 5 ft. only.... 0 27
Gardner, No. 1 .... 0 23
Do., No. 2, bolted 0 25
Dominion, No. 3 .... 0 26
Do., No. 4, bolted 0 29

Single and Fruit Picking
10 ft. to 16 ft. .... 23c ft.
18 ft. to 20 ft. ....24c ft.
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

	Per ft.	
20 to 32 ft.	$0 25	$0 27
36 to 40 ft.	0 27	0 30
44 ft.	0 29	0 33
Over 44 ft.	0 42	0 40

Best quality, 20 to 40 ft.... 0 35
Three section extension 0 35
F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short Globe, plain $12 50
Do., Japd 13 25
Long Globe, plain 12 50
Do., Japd. 13 25
Dash, plain 15 50
Do., Japd. 16 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES Dozen
Cold blast, short......$0 95-$1 10
Cold blast 1 00- 1 10
3 doz. cases, 95c doz.; 6 doz. cases, 90c doz.
Cold blast, genuine ruby....$4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz
Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 3 00
Steel Thumb, No. 4......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
Playtime, engine drive	26 00
Ideal Power	30 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
New Idea, electric	118 50
Sunshine	10 25
Popular, No. 1	13 00
Popular, No. 2	12 50
Economic	15 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Low pressure water motor washer, each	31 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 30 and 5%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.
Tinsmiths, 2½ x 5½ in.......$2.40
Carpenters', No. 3 .... 5.80
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS
Cutter, doz. $14 25
Pick, doz. 14 25
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen .... [illegible]

MOPS
Liquid Veneer $14 00
O-Cedar, doz. net $12 00
Sprustex, No. 2, doz..$8 00 8 40
S.W. Mops, complete, doz.5 25 5 40
Mop Sticks, doz., No. 8.... 2 00
Cast Head Mop, doz........ 2 00
Crescent, doz., No. 10..2 50 3 35
Crank wringing, doz........ 8 25
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN
Adanac 40-10%
Woodyatt 25%
Empress 25%
Mayflower 35%
Star, Ontario, Daisy 25%
F.o.b. Toronto, Guelph, London. Hamilton.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

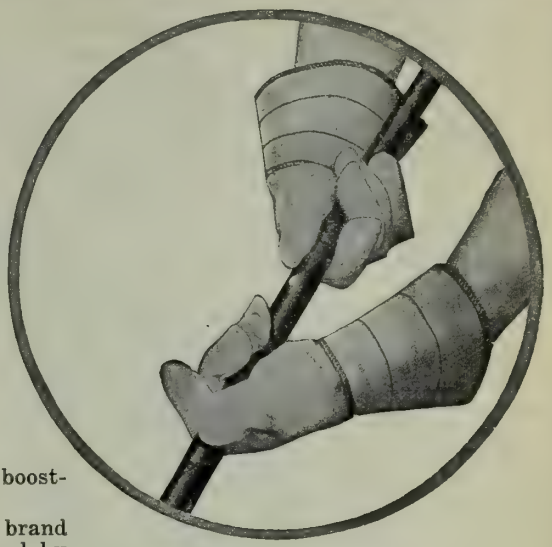
		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound. $5.25 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.30.
Sault Ste. Marie, Port Arthur Fort William, $5.55 base, f.o.b. factory; no freight allowance
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.
Cut Nails—$5.85 base, f.o.b. Montreal. No equalization of freights.
Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.
London—Kegs, $10.75; 25-lb. box. F.o.b. Montreal, Toronto, Hamilton $11.75.

Easy to See—
Easy to Sell

The right goods, well displayed, are half sold before a word is spoken.

TAPATCO
REGISTERED TRADE MARK BRAND
GLOVES



placed where your customers can see them, will sell without any boosting from you or your clerks.

That's because all Canadians who use work-gloves know the brand well—they only need to be reminded of it—and that is accomplished by giving the line a place of prominence in your store.

Don't you like to stock goods that sell themselves, and that net you a nice profit? You surely do—and you'll surely take our advice and put these quality gloves where your customers can see them.

Syles:

Gauntlet, Knit Wrist and Band Top
In Heavy, Medium and Light Weights
Also Leather Tip and Leather Faced Gloves, Jersey Gloves and Mitts in Tan, Slate or Oxfords.

THE AMERICAN PAD & TEXTILE COMPANY
CHATHAM - ONTARIO

TAPATCO COLLAR PADS

The Pads with the high reputation and the big sale.

Pads so well made that they give long service—with hooks so secure that they never work loose. They are now protecting the necks of thousands of horses. They prevent friction and so remove all possibility of sores, galls and chafing. A great favorite with farmers—a great sales-builder for dealers.

The Trade Journal

Its place in the Business of

THE SUBSCRIBER

The retailer must keep in touch with what other merchants in his line of business are doing to capture trade and to conduct their stores intelligibly, and the only way of doing so, is to read the trade papers specially devoted to his line of endeavor. That is why practically all merchants make a close study of the trade press.

THE ADVERTISER

A subscriber to a trade paper naturally expects to find therein the advertisements of houses which cater to such business as the subscriber represents. In fact the trade journal is the one medium, manufacturers cannot afford to omit, because it precedes the salesmen and makes national distribution easier.

—From "Publicity."

NAILS (HORSE)
C Brand

Size Capewell—	Per 100 lbs.
No. 5	$24 00
No. 6	23 00
No. 7	22 00
No. 8	21 00
Nos. 9 to 12	20 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM

Best (American)	$22 00
Clipper (spun)	22 00
Clipper (unspun)	20 50
U.S. Navy (spun)	.....
U.S. Navy (unspun)	.....
Plumbers (spun)	10 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 24½
Palacine, gal.	0 27½
Gasoline, net, gal.	0 34
	Gallon
Black oil (summer)	0 14½
Black oil (winter)	0 15
Imperial Kerosene Tractor	0 69
Capital cylinder	0 64½
Machine oil, regular grades	0 40
Standard gas engine oil...	0 42
Parafine	0 23½

List, less 15% on above.

Polarine Oil, list	1 00
Polarine Oil, heavy, list..	1 00
Polarine A, list	1 10
Gargoyle Mobiloil, A and E	1 30
Gargoyle Mobile, B and BB	1 45

List, less 25% on above.

Fuel oil, bbls. net	0 11½
Fuel oil, tank cars, net....	0 09½

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 23	
Dry Fibre, No. 2, Anchor	0 72	
Tarred Fibre, Anchor, No. 1..	1 33	
Tarred Fibre, Anchor, No. 2..	0 90	
Rosin Sized Sheeting, red..	1 05	
Do., blue	1 70	
Surprise Fibre	0 80	
"Stag" Sheathing	0 80	
Tarred felt, per cwt.— 7, 10, and 16 oz.	4 65	
Cyclone (dry)	1 23	
Cyclone (tarred)	1 33	
Joliette (dry fibre)	0 72	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	5 75	
Straw, sheathing, heavy, dry, cwt.	4 15	
Do., tarred, per cwt.	4 30	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz....	11 50	11 80
6 to 7 lbs., doz....	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 50
4 gross (cartons), 4 in.	1 75
Spring, 2 grs. box	1 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 42, Dec. 9, 1919

Standard Buttweld
Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	0.....
¼ in..	4 65	6 78	5 13	7 26
⅜ in..	4 65	6 78	5 13	7 26
½ in..	6 16	7 74	6 84	8 42
¾ in..	7 76	9 89	8 68	10 81
1 in..	11 48	14 62	12 84	15 98
1¼ in..	15 53	19 78	17 37	21 62
1½ in..	18 56	23 65	20 76	25 85
2 in..	24 98	31 82	27 94	34 78
2½ in..	39 49	50 31	.....	.....
3 in..	51 64	65 79	.....	.....
3½ in..	65 78	82 80	.....	.....
4 in..	77 94	98 10	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 33
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	76 85	97 01	....	....
4 in..	79 08	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 L in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Net list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS. CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

PLATES, CANADA

Prices nominal,	Montreal,	Toronto
Ordinary, 52 sheets...	$8 25	$8 25
Do., 60 sheets	8 35	8 35

PLATES, COKE, TIN

	Tor'to. Per Box	Mont.
IC, 20x28 base	$22 00	$23 00
IX, 20x28 base	27 00	28 00
IXX, 20x28 base	30 00	31 00
IXXX, 20x28 base...	33 00	34 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets........$21 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

4-oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 30 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size Case	Doz.	Case
¼ pts., 3 doz.	$1 15	$3 40
½ pts., 3 doz.	2 10	6 00
Pints, 2 doz.	3 15	6 00
Quarts, 2 doz.	4 65	9 00
½ gal., 1 doz.	8 40	8 40
Gal., ½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply roll	2 55
Samson, 3-ply, roll	3 00
Samson, 3-ply, roll	3 55
R. S. Special, 1 ply	1 85
R. S. Special, 2 ply	2 10
R. S. Special, 3 ply	2 35
	Montreal
Everlastic, 1-ply	1 95
Everlastic, 2-ply	2 30
Everlastic, 3-ply	2 65
Panamoid, 1-ply	1 85
Panamoid, 2-ply	2 15
Panamoid, 3-ply	2 50
Red Star Ready Roofing, 2-ply	1 75
Do., 3-ply	2 05
Liquid roofing coating, per gal., in barrels	0 50
5 and 10 gal. lots, per gal.	0 60
1, 2, 3 gal. cans, gallon	0 85
Coal Tar (refined), bbl.	8 25
Coal Tar (crude)	7 00

F.o.b. Toronto and Montreal.

ROPE

	Lb
Pure Manila basis	31
Beaver Manila basis	26
New Zealand hemp basis	26
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lathe yarn	23
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis ..	47
Hemp, tarred ratline basis..	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis.	On application
Cotton, ⅛ in.	0 83
5-32 in.	0 82
3-156 in.	0 82
¼-in. and up	0 81

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—651B (68), $2.20 dozen; 761 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 762B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge, Steel	$4 90
103, 50 ft. Reliable Jr., Steel	4 95
243, 50 ft. Rival, Steel	4 25
1243, 50 ft., Rival Jr., Steel	3 95
603, 50 ft., Metallic	3 45
604, 66 ft.	3 85
403, 50 ft., Linen	2 40
	Dozen
713, 50 ft., Ass Skin	6 60
714, 66 ft., Ass Skin	7 75
143, 3 feet, Steel Pocket	7 50
145, 5 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$7 25	$0 80
10 lb.	9 75	0 30
240 lb.	16 50	0 50
600 lb.	37 00	1 00
1200 lb.	46 00	1 00
2000 lb.	65 00	1 00
2000 lb. Drop lever	74 00	1 00
10-lb. Household..	....	0 10
25-lb. Household..	....	0 30

Champion, 20%; standard scales, discount, 20%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	75%
Wood, R.H., bright	72½%
Wood, O.H., bright	72½%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Preliminary Announcement

Baines & David, Limited

Iron and Steel Merchants

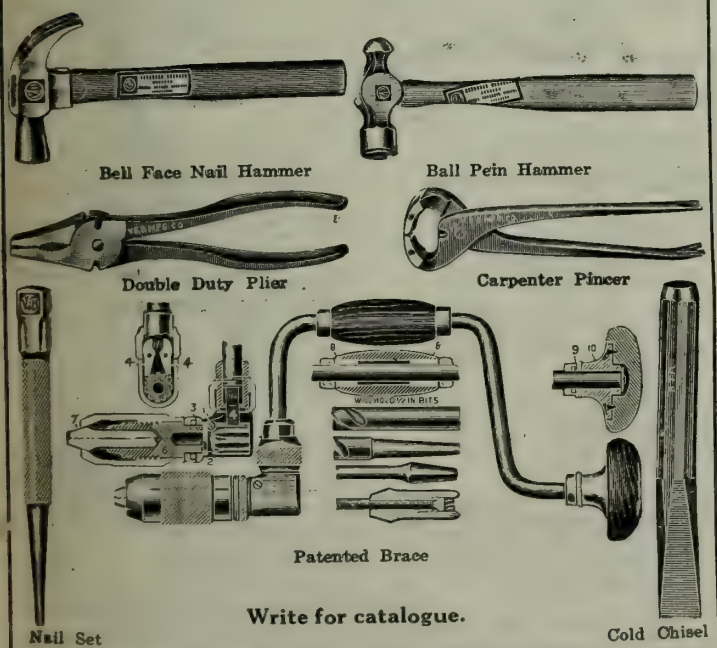
announce that they are carrying on, without interruption, in the same premises formerly occupied by Baines & Peckover, 98-116 Esplanade Street East, and warehouses at Eastern Harbor Terminals.

Note new telephone number, Adelaide 6540. Private exchange lines.

BAINES & DAVID
LIMITED
98-116 Esplanade E., Toronto, Ont.

V & B TOOLS

Individually Tempered and Tested



Bell Face Nail Hammer — Ball Pein Hammer

Double Duty Plier — Carpenter Pincer

Patented Brace

Nail Set — Cold Chisel

Write for catalogue.

VAUGHAN & BUSHNELL MFG. CO.
Makers of Fine Tools
2114 Carroll Ave., Chicago
Represented by
ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal.

Beatty Bros. Limited Bulletin

Saves Space in Your Store

The illustration shows the Red Star Washer crated, for shipment. Legs are nested inside the tub, and the mechanism, being in one compact piece is wrapped up and put in the same place.

Result: You can store 6 of these machines in less space than you need for 3 washers of any other make.

You can take the crate apart and set up the Red Star in a few minutes.

The mechanism of the Red Star, is compactly grouped on one bed plate casting, which can be fastened to the lid with the four bolts quickly and easily.

A. W. JOHNSTON, Winnipeg

One of our 75 salesmen. We have the largest sales organization selling Washers to the retail trade in Canada and one of the largest in the world.

SELL THE RED STAR

If you are not selling the Red Star, write for catalog and prices

BEATTY BROS., LIMITED

Winnipeg, Man. Fergus, Ont. Montreal, Que.
Edmonton, Alta. London, Ont. St. John, N.B.
Vancouver, B.C. London, Eng., 16 Holborn Viaduct

SCREWS, WOOD BENCH
Dozen $7 90

SCYTHES Doz.
Cast Steel $16 76
Golden Clipper 16 75
Little Giant 17 76
Bush 16 25
F.O.B. London, Toronto, Montreal.

SNATHS Doz.
00 Patent $13 75
1 .... 13 20
2 .... 12 65
3 .... 11 65

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

	Premier		Apollo	
U.S. oz. ..	8 90	9 75	9 25	9 50
U.S. 28...	8 30	10 15	8 85	8 80
U.S. 26...	7 90	8 75	8 55	8 45
22 and 24.	7 70	8 15	8 40	8 25
18 and 20.	7 50	7 95	8 25	8 05
16	7 25	7 75	8 10	7 85
12 and 14.	7 05	7 50	7 95	7 60

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.
F.O.B. Hamilton and Toronto.

	Queen's Hd.	Fleur-de-lis
28 ga.	$10 50	$10 00
26 ga.	10 25	9 75
24 ga.	9 65	9 70
22 ga.	....	9 30
20 ga.	....	9 10

F.O.b. Montreal.

SHINGLES, METAL
Standard, galvanized $10 00
Standard, painted 8 00
Discount 7½%.

SWEEPERS, CARPET Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing $51 00

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP
Eureka, per M $13 50 $16 50

STANDS, WASHTUB—
Reversible Drip, each $2.25

STAPLES
See Wire Products.

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner .. $18 75
Perfection No. 33, 3-burner .. 24 25
Perfection No. 34, 4-burner .. 30 75
No. 22G oven for above stoves 7 25
Discount, 25% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net 4 50
Detroit Glass Front Oven, No. 85, each, net 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters. List
No. 525, each .... $ 7 00
No. 530, each 8 25
No. 630, each 10 25
Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—
Star, No. 1, doz. 24 00
Star, No. 2, doz. 24 00
Sun 18 60
Adjustable Pin, No. 44, doz.. 34 50

STRETCHERS, WIRE
Hercules, doz. $2 60
Sampson, doz. 7 60
Universal, nick., Cyco bearing 46 00
Universal, jap., Cyco bearing 39 00

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled $124 00
Household, japanned 110 00

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	45 and 5	45 and 5	45 and 5
Draining Tools	45 and 5	45 and 5	....
Hollow Back Scoops	45 and 5	....	45 and 5
Sand Shovels	45 and 5	....	45 and 5
Hollow Back Shovels	45 and 5	....	45 and 5
Hollow Back Coal Shovels	45 and 5	....	45 and 5
Riveted Back Scoops	45 and 5	45 and 5	45 and 5
Miners' Spring Point Shovels	45 and 5	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50		21.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Club, jap. Cyco bearing 108 00
Champion, nickeled fittings .. 43 00
Champion, japanned fittings . 36 00
Grand, nick., Cyco B.B. 61 00
Grand, jap., Cyco B.B. 57 00
Grand Rapids, nick., Cyco B.B. 48 00
Grand Rapids, jap., Cyco B.B. 41 00
Parlor Queen, nick., Cyco, B.B. 54 00
Princess, nick., Cyco B.B... 49 00
Standard, nickeled fittings .. 44 00
Standard, jap. fittings 37 00

SIDING, METAL
Standard, galvanzed $8 50
Standard, painted 6 50
Discount 7½%.

Superba, nickeled 140 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS (ELECTRIC)
Steel frame $36 44
Aluminum frame 43 90
Attachments, set 8 25
F.O.B. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks .... 60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 .... 60 and 15%
Double pointed tacks .... 60 and 10%
Shoe findings list adopted July 5, 1917 .... Net List
List of Capped Goods adopted Jan. 1, 1916 .. 602and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $4 71
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. 0 12

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.			Per 100 ft.
8 in......	$6 90	16 in......	$12 50
10 in......	7 70	18 in......	16 00
12 in......	9 10	Net list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor Giant No. 1 G, doz... 2 70
Jump, No. 1 .... 2 95
Hawley & Norton, No. 1..... 3 45
Newhouse, No. 1 .... 5 00
F.O.B. Toronto, London, Hamiltor, Montreal.

TUBS, WOOD
No. 0, per dozen $20 80
No. 1, per dozen 18 50
No. 2, per dozen 16 20
No. 3, per dozen 13 85
F.O.B. Newmarket.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. 0 84-0 87
Cones, 3-ply, lb. 0 80-0 83
Do., 4-ply, lb. 0 87½

VALVES AND COCKS
Compression work, standard 28
High grade 24
Fuller work, standard 34
Basin cocks, No. 0, standard... 23
Nos. 1 and 2 23
Bath cocks, compression 30
Flatway stop and waste cocks, standard 32
Roundway stop and waste cocks, standard 32
Brass steam cocks, standard .. Net list
Radiator valves, standard 15
Do., removable seat 10
Globe, angle and check valves, standard 5-9%
Gate or Straightway .... Net
Jenkins Gate Valve 10%
Jenkins Globe .... Net
Standard Gate .... Net
F.O.B. Toronto.

Penberthy Brass Valves
Compodisk Valves 5-2½%
Gate Valves 15%
Regrinding Valves 5%
Swing Check Valves ..... Net List

WARES, ETC.
Britannia, 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 40% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list, plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list, plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 25%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Nickel-plated Ware, 50%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00 5-16 in., $24.40; ⅜ in., $22.80, 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in. $18.00; 1 1-1½ in., 1⅛ in., 1¼ in. 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$3.75	$4.20	$5.00
Section, ½ lb., per 100 lbs.	3.75	4.75	5.00
Solid, 3 to 30 lbs., per cwt.	3.00	3.50	3.10-4.00

WHEELBARROWS
Navvy, steel wheel, doz. $63 00
Garden Steel, doz. 72 00
Light garden, doz. 60 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0-9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 30
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Annealed Base 5 60
Bright Base ....
Galvanized Base 6 60

Stovepipe Wire
No. 18 .... 8 75
No. 19 .... 9 25
Fine wire, list plus 30%.
Extra net per 100 lbs. Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging and paperings, 10c.
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., doz. $12 00
8 in., doz. 13 50
10 in., doz. 15 00
14 in., doz. 21 00
18 in., doz. 30 00
24 in., doz. 48 50
36 in., doz. 81 00

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB 160 50
Favorite, No. 511E 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151 ... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB . 149 00
Challenge, No. 311E 100 30
Discounts from above list 30 and 5 per cent.
Terms—30 days, less 2 per cent. Freight equalized on quarter dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

243

It would take a page or more in "Hardware and Metal" to list the articles in everyday use made of

GALVANIZED SHEETS

No other commodity except wood has so many and such exclusive uses.

The big lesson of the last few years of metal famine is:

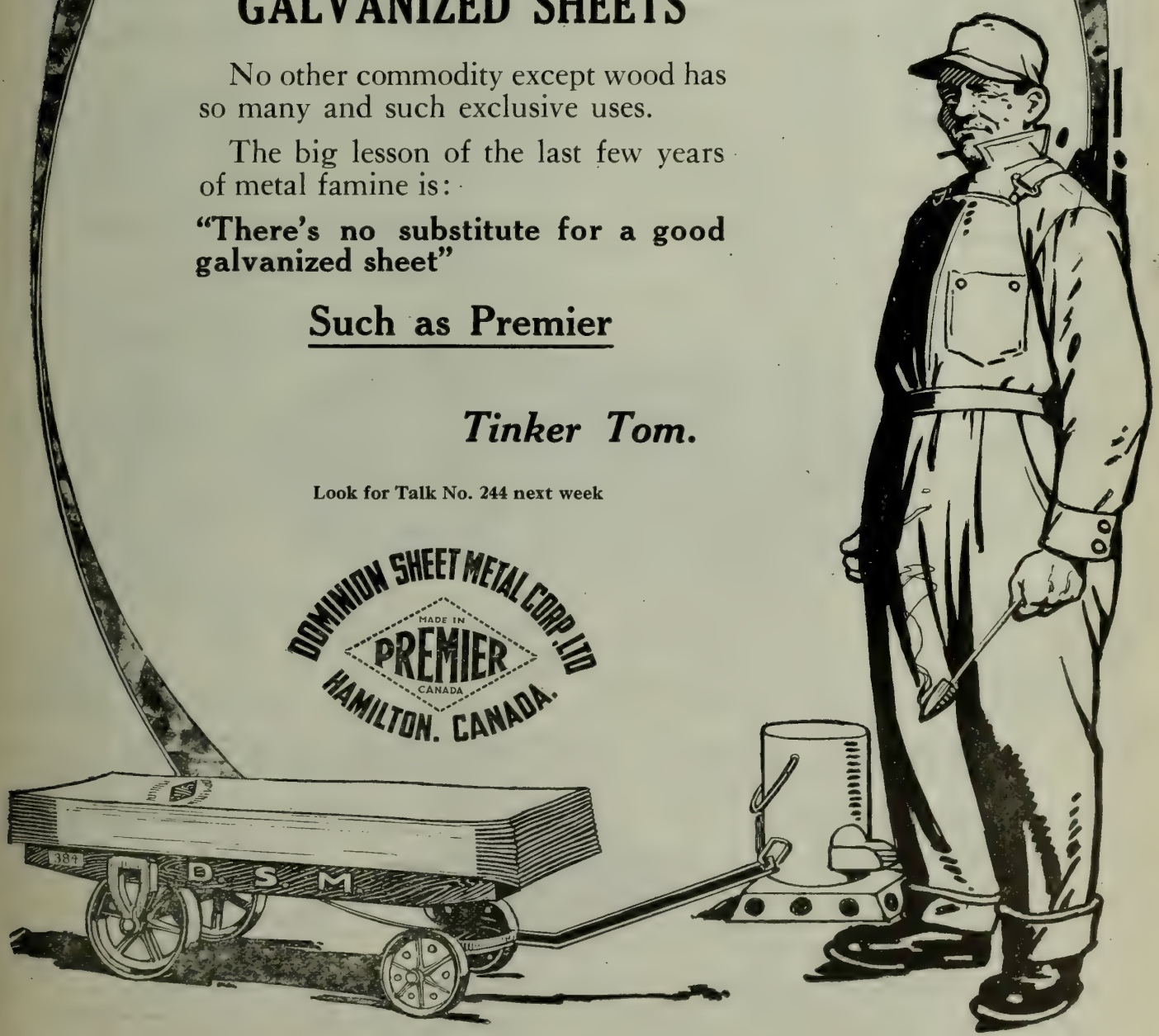
"There's no substitute for a good galvanized sheet"

Such as Premier

Tinker Tom.

Look for Talk No. 244 next week

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white, 2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	08-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1	08-09½
Do., pure	15-17
Imp. green, 100-lb. kegs....	17-19
Chrome green, pure	19-35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	10-14½
Indian red, 100-lb. keg...	15-20
Indian red, No. 1, 100-lb. kg.	06-17
Lamp black	23-27
Venetian red, best bright..	07-09
Venetian red, No. 1	03½-05½
Drop black, pure dry...	09½-15
Golden ochre, 10-lb. kegs.	08-12
White ochre, 100-lb. kegs.	05½-06
White ochre, barrels	04-04½
Yellow ochre, barrels...	03½-05½
French ochre, barrels......	08-10½
Spruce ochre, 100-lb. kegs..	0 07-8
Canadian red oxide, bbls.	02½-04½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE

1 lb. tins—	
Venetian red	23-30
Indian red	30-36
Chrome yellow, pure	53-55
Golden ochre, pure	30-32
French spruce ochre, pure.	25-29
Greens, pure	28-38
Siennas	34-36
Umbers	34-36
Ultramarine blue	45-50
Prussian blue	1 00-1 02
Chinese blue	1 00-1 02
Drop black	35-37
Ivory black	0 36
Signwriters' black, pure....	38-40
Lampblack	38-40
Marine black, 5-lb. irons...	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$7 47½
B-H "White" Enamel......	6 90
C.P.C. Albagloss	5 75
Mooramel	7 00
Sunshine, white	5 10
Jasperlac	4 15
Invincible	6 90

GLUE	Per lb
English sheet	0 35
English prima	....
White pigsfoot	0 50
Cake bone, 112-lb. bags....	.30-35
Hide, 112-lb. bags	35-45
Ground glues, 112-lb. bags—	
English, per lb.............	28-30
Canadian, per lb.	22-24
Brantford—	per case
No. 7, 50 pcks, 1 lb......	$25 00
No. 8, 100 pcks., ½ lb....	28 00
No. 9, 200 pcks., ¼ lb.....	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 20%; London, 20%; Montreal, 15%. Cut size sheet glass, plus 5% to 10%; cash 2%.

GLASS, PLATE Plates from—	Sq. ft. Mont.	Tor'to
1 to 15 feet	1 65	....
15 to 25 feet	1 95	....
25 to 50 feet	2 15	....
50 to 75 feet	2 20	....
75 to 90 feet	2 25	....
90 to 100 feet	2 30	....

Above prices are net, f.o.b. Montreal

Freight charges and casing extra.

Owing to prevailing conditions in the present plate glass situation Toronto quotations have been withdrawn and prices are being quoted on the receipt of specifications only.

GLAZIERS' POINTS

Zinc coated, $1.44 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$18 00	$18 35
Crown Diamond, pure	18 00	18 35
Green Seal	18 00	18 35
Ramsay's Pure	18 00	18 35
Moore's Pure	18 00	18 35
Tiger, Pure	18 00	18 35
O.P.W. Dec. Pure...	18 00	18 60
Red Seal	18 00	18 35
O.P.W. English	18 00	18 35
Elephant Genuine ..	18 50	18 85

B.B. Genuine Lead, less than tons, ..., Toronto; $21.00, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt...	....	$14 50
Genuine, 100-pound kegs, per cwt.....	....	15 50
Less quantity	....	17 00
Genuine Eng. casks	....	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)...	....	....
25s	0 34½	....
10s	0 35	....
5s	0 36	....
2s	....	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.)........$10 75
Smaller lots (cwt.) 11 75

LIUIQD, BRONZING

Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

MURESCO

Tints, 5-lb. packages, per 100 lbs.. $9.60; white, 5-lb. packages, $8.40. F.o.b. Toronto.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white.........	5 55
C.P. Co., pure, colors.......	5 30
B.-H. English, colors.........	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	5 00
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors.......	5 05
Crown Diamond, floor........	4 50
Crown Diamond, Porch and Gallery Paint, gal.	5 10
Moore's House Colors, white..	5 50
Moore's House Colors, colors..	5 30
Moore's Egyption Paint, white	4 50
Do., colors	4 35
Moore's Floor Paint	4 25
Moore's Sani-Flat	4 25
Moore's Porch and Desk Paint	5 40
Jamieson's Crown Anchor....	5 05
O.P.W. Canada Brand, white.	5 30
O.P.W. Canada Brand, colors.	5 00
O.P.W. Canada Brand, floor..	4 50
O.P.W. Flat Wall, white.....	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure, colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white..	5 55
Martin-Senour, 100%, colors..	5 30
Martin-Senour, Porch Paint..	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint..	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white......	5 55
Lowe Bros., H.S., color......	5 30
Lowe Bros., hard drying floor.	4 50
Mellotone, white	4 25
Mellotone, colors	4 10
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor............	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white......	5 00

Barrett's Everjet Products—

Elastic Carbon Paint—		
Bbl. lots, per gal. ...	0 65	0 80
½ bbls., gal.	0 70	....
5s and 10s, gal......	0 80	0 95
1s (per case of 1 doz.)	9 50	10 55

Everjet Quick-drying Metal	
Paint, bbls., gal.	0 70
½ bbls., gal.	0 75
5s and 10s, gal.............	0 85
Case (12 1's)	10 50
Everjet Black Enamel—	
Crates of 2 doz., 8-oz., doz..	1 35
Crates of 6 doz., 8-oz., doz...	1 25
Crates of 12 doz., 8-oz., doz.	1 20
Crates of 2 doz., 16-oz., doz.	2 25
Crates of 6 doz., 16-oz., doz.	2 10
1-gal. cans, gallon..........	1 10
5 and 10 gal cans, gal......	1 00
Barrels and ½ bbls., gal....	0 90
Carbosota Liquid—	
Barrels	0 55
Half barrels	0 60
5s and 10s, gal.	0 70
1s (case 12 gallons) ,case...	8 75
Shingle Varnish	8 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs...	....
In kegs, about 250 lbs.....	....
In 50 lb. and 100 lb. drums	....
In 25 lb. drums	....
In 1 lb. packets, 100 lbs. in case	....
In ½ lb. packets, 100 lbs. in case	....

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PITCH

Cwt. 1 20

PUTTY Standard	Montreal	Toronto Less than tons
Bulk, in casks	$6 10	$6 45
Bulk, 100-lb. drums..	6 95	7 30
Bulk, 25-lb. drums...	7 20	7 55
Bulk, 12½ lb. irons..	7 45	7 80
Bladder, in bbls.	5 85	8 20

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.

Pure Putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs. $11 50
Less, per lb. 0 14

SHELLAC

	Pure white	Pure orange
Gal. jugs	8 30	7 55
Shellac gum—	Per pound	
TN	1 50	2 00
Finest orange......	1 75	2 25
Bone dry white	2 00	2 50

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$3 80
B.H. Vanisher	3 00
Cumoff	3 60
Takoff	3 60
O.P.W. Presto	2 75
Varn Off	3 60
Lingerwett	3 60
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz.
B.H.	$1 40
O.P.W.	1 50
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$1.90 gal.; gal tins, $1.57-$2-15.

Depend-on, list	4 60
B.-H. Maritime Spar, list....	9 25
Elastic	4 00
Spar subject to discount of 40%.	
Elastilite	4 00
Granitine Floor Finish	4 00
Hydrox Spar	4 15
C.P.C. Sun Varnish.........	3 88
C.P.C. Sun Spar............	5 13
C.P.C. Sun Waterproof Floor	3 90
Jasperite Interior and Exterior	3 50
Jasperite Pale Hard Oil	2 50
Jasperite Indestructo Floor Varnish	3 50
Jamieson's Copaline	3 75
M-S Marble-Ite Floor	3 91
M-S Wood-Var	3 91
M-S Durable Spar	5 11
M-S Finest Interior	4 36
Elastic Interior	3 14
Mar-not	3 90
Quick Action House	2 65
Rexspar	5 14
Scar-Not	3 84
Kyanize Spar	4 94
Kyanize Cabinet Rubbing ..	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 68
Ramsay's 7-20	2 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil ...	3 12½
Crown Diamond Floor	3 66

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg....	0 40
Coralite, 5-lb. pkgs., white.	8 40
Coralite, 5-lb. pkgs., colors.	8 40
B.H. Frescota, 5-lb. pkge., white	7 80
B.H. Frescota, 5-lb. pkge., colors	8 40
Perfecto Wall finish, white, 5-lb. pkge., lb.	0 07½
Tints, 5-lb. pkge., lb.	0 08

F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing $0 25

WHITE

XXX ...	0 21	XXX ...	0 22½
XX	0 19¾	XX, gra'd	0 21
X	0 18½	XLCR ..	0 19½
XC	0 15½	X Empire	0 18
Japanese	0 16	X Press.	0 16½
		X Special	0 15

COLORED

No. 5 ..	0 16¾	Fancy ..	0 18
No. 1 ..	0 15¾	Lion ...	0 16
No. 7 ..	0 14¾	Standard	0 14
No. 1A.	0 13¾	Popular.	0 12
No. 1B..	0 12¾	Keen ...	0 10

Above lines subject to trade discount for quantity.

WAX	Per lb
B.H. Wax	0 45
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 38
O.P.W. Lion Brand ...	0 45
Old English	0 66-0 70
Johnson's	0 66-0 70
Jamieson's liquid wax, gal. ...	2 7
Gold Medal	0 45
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 45

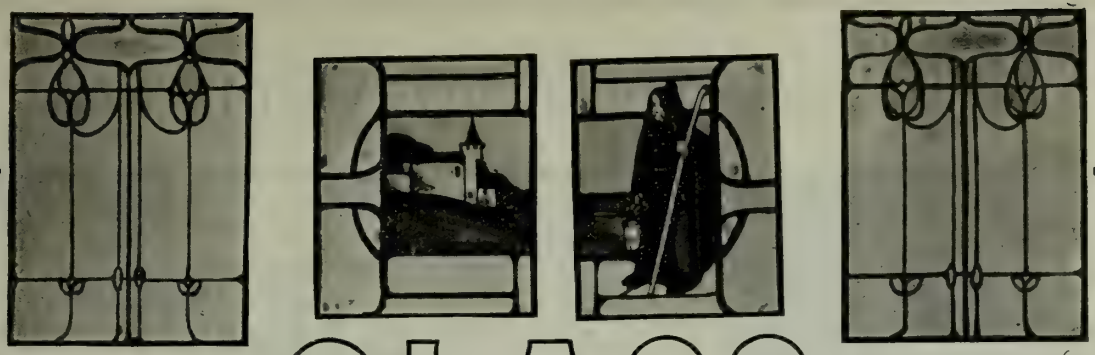
F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. $2 75
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls.......$3 00

WOOD ALCOHOL	Per gal.
In five gallons	2 70

F.o.b. Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS.

WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WIN DOW GLASS.

CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

S

BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

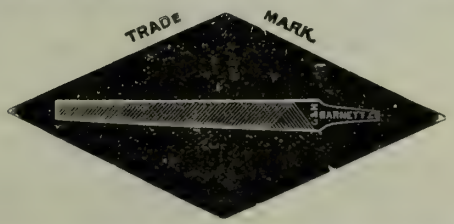
THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; bail, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics — B.B. Caps, $4.10; C.B. Caps, $5.20; 22 Short Black, $5.90; 22 Long Black, $7.05; 22 Long Rifle Black, $8.25; 22 Short Smokeless, $6.30; 22 Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 17½% on list; Centre Fire Sporting, 17½% on list

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $33; Regal Smokeless, 12 ga., $38; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	6 00	20	14 00
6	6 00	21	16 00
7	5 00	22	16 00
8	6 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

AXES

Single Bit	$15 50	$16 00
Double Bit		21 50
Broad Axes		55 00

BAR IRON

Bar Iron — $5.00 base; Swedish iron, $8.00; sleigh shoe steel, $5.50; spring steel, $6.00; machinery steel, $8.00.

BARS, CROW. $10.50 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11¼c.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 10-10-10% off list.

Standard, 10-10% off list. Extra 10%.

The "double" list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10%; over 6 inch, 7½%; 7-16 inch and larger, 7½%; machine, ⅜ and under, up to 4 inch, 12½%; over 4 inch, net list; 7-16 and over, net list; machine set screws, 40%; plough bolts, 5% on; stove bolts, 50%; shaft bolts, 5% on; tire bolts, 30%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX. Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	42
3 x 3 in.	44
3½ x 3½ in.	46
4 x 4 in.	57
4½ x 4½ in.	84
5 x 5 in.	104

Wrought Steel—

No. 800	20% on list
No. 804	Net list
No, 838	5% on list
No. 840	15% on list

CHAIN

Coil, 3-16 in., $18,50; ¼, $17.00; 5-16 in., $14.25; ⅜ in., $11.25; 7-16 in, $11.00; ½ in., $10.50; 9-16 in. $10.50 Logging, 5-16 in., $15.75; ⅜ in., $12.75; ½ in., $12.00; tie-out, 25%

CHIMNEYS, LAMP

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 60
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 84c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.48; 10 in., $7.20; 12 in., $8.46.

Conductor pipe, 2 in., per 100 ft., $7.56; 3 in., $9.14; 4 in., $12.06.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 25%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	80%
Nipples 4" and under	70%

FORMALDEHYDE

400-lb. bbls., 32c lb.; 200-lb. bbls., 33c lb.; 100-lb. bbls., 34c lb.; 10-lb. jugs, $3.75 each; 5-lb. jugs, $2.00 each; 2-lb. jugs, 85c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$13 95	$19 80
26 to 40	14 85	19 80
41 to 50	17 55	22 50
51 to 60	18 45	22 95
61 to 70	19 35	24 30

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.

Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 95
28 Am. or 26 Eng.	10 55
26 Am. or 26 Eng.	10 05
24	9 90
22	9 90
18 and 20	9 75
16	9 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Heath's	$13 25
Lightning	13 25

LANTERNS

No. 2, plain	$18 00
No. 25, Dash-board	17 50
Short Globe, doz	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	....
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, ton lots, $18.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $18.75; cutter, $18.75.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 60
O-Cedar Polish, No. 3	12 60
Self-Wringing	6 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	.....
Star	7 50	8 00

NAILS

Wire f.o.b. Fort William, $5.40 base; Winnipeg, $5.90 base. Cut f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 65
30 in.	8 08
36 in.	9 50

NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, per 100 lb.	$24.00
Clipper, unspun, per 100 lbs.	22.50
Plumbers, per 100 lbs.	12 00

OILS

Wm. Pen motor oil, $1.28; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 58c.

PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 10	1 20
Cyclone	1 10	1 20
Navy	1 25	1 45
Triumph	1 35	1 50

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv
¼ inch	$ 5 18	$ 7 47
⅜ inch	5 27	7 61
½ inch	7 02	8 73
¾ inch	8 82	11 12
1 inch	13 05	16 43
1¼ inch	17 64	22 23
1½ inch	21 06	26 55
2 inch	28 35	35 78
2½ inch	45 99	58 01
3 inch	60 12	75 87
3½ inch	76 50	96 30
4 inch	90 68	113 40
4½ inch	102 60	130 50
5 inch	119 70	152 10
6 inch	155 70	197 10

PLASTER, Paris, per bbl., $5.25.

PLATES, CANADA

18 x 21 per box, ordinary, $8.75; 18 x 24, ordinary, $8.75; 20 x 28, ordinary, $9.

One Fact Sells Silkstone—Economy!

Tell Customers the Facts

Silkstone Flat Wall Colours are cheaper than wall paper, more sanitary and lasting; Silkstone can be washed often and never rubs off; it gives a beautiful, soft, silky finish that will outwear any other wall covering. The economy of this splendid finish, that costs so little to apply and serves so satisfactorily, is an appeal to every customer.

While economy is a forceful appeal to housewives and furnishes a motive for an enormous purchase of Silkstone, it is a profitable article for the dealer. We suggest that you write us and so give opportunity for us to prove two things—that Silkstone sells, and that it is profitable to you. Better yet—write us about the benefit to you in an agency.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—

	Doz.
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

Bon Ton—

¼ pints	1 35
½ pints	2 10
Pints	3 25
Quarts	5 10
½ gal.	9 00
Gal.	15 00

PUTTY

100-lb. irons	$7 20
25-lb. irons, per cwt.	7 80
1½-lb. tins	14½

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROOFING	1 ply	2 ply	3 ply
Klingon	$2 20	$2 65	$3 10
Winner	2 30	2 80	3 30
Comfort	2 45	3 00	3 60
Induroid	2 80	3 60	4 20

ROPE

Sisal, 25½c base; pure Manila, 32¼c base; British Manila, 29¼c base; lath yarn, 24½c base; African hemp, 29¼c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 38	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 49	9 45
2	0 54	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

30% on list.

SAWS, BUCK

Happy Medium, $12.00; Watch Spring, $12.50; Lance Tooth or Lightning Blades, $16.

SCREWS

Bright iron round head, 70%; flat head, 72½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.

Set Screws, 40%.

SCYTHES—	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $17.20; D.H., Sqr. Pt., $17.20; L.H. Rd. Pt., $17.20; L.H., Sqr. Pt., $17.20; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 4, $20.00; No. 6, $20.50; No. 8, $21.00.

SNATHS—

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$7 55
12 gauge	7 60
14 gauge	7 65
16 gauge	7 75
18-20 gauge	8 55
22-24 gauge	8 40
26 gauge	8 45
28 gauge	8 55

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, nickeled	$127 20
Household, japannel	......
Superba, nickeled	......

F.O.B. Jobbers' Warehouses, Winnipeg.

SOLDER. Per pound, 37 to 38c.

SPIKES, BOAT

Pressed, ¼ in., $8.30; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

STAPLES

Bright wire, per cwt., $5.65 at Fort William, $6.15 Winnipeg; galvanized staples, $6.55 Fort William, $7.05 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $5.65. Mild, 3-16, ¼, 5-16, $5.50 base; other sizes, $5.50 base. Band steel, $5.75 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$24 25
20 x 33 I.X. box	33 50
20 x 33 I.C. box	28 75
20 x 33 I.X. box	33 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	7 80	4 55
No. 2	4 80	11 55	6 70
No. 3	6 75	15 40	8 90

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 86
Cotton, 3-ply, balls	0 90
Cotton, 4-ply, cones	0 90
Cotton, 4-ply, balls	0 95

VARNISHES—

Stephens' Luminette, gal.	$3 50
Stephens' Exalite, gal.	4 25

WARES, ETC.—

Scotch Grey, 40-12½% discount.

Colonial Imperial, Pearl, 12½% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 30-7½%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list, plus 32%.

Stamped Ware, plain, 30-15% discount.

Stamped Ware, retinned, 20-20% discount.

Pieced Tinware, ordinary, list, plus 64%.

Pieced Tinware, copper bottoms, list, plus 83½%.

Sheet Iron Ware, list, plus, 32%.

Light Galvanized Pails, plus 42½%. Tubs, list, plus 52½%.

Heavy Galvanized Pails and Tubs, plus 41%.

Jap. Coal Hods, list, plus 77%.

Galvanized Coal Hods, list, plus 62%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

WASTE

Cream, Polishing	$0 22

WHITE

XXX Extra	$0 21
XX, grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED

Fancy	0 17
Lion	0 15½
Standard	0 14
Popular	0 12½
Keen	0 11

Above lines subject to trade discount for quantity.

WIRE, BARB

Lyman, 4-point, $5.75 Winnipeg; Glidden Cattle, 2-pt., $5.55 Winnipeg; Baker, 2-pt., $5.45 Winnipeg; plain twist, cwt., Winnipeg, $7.90 100 lbs.; galvanized, Winnipeg, No. 9, $6.25; No. 12, $6.40; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.45.

Patented screen in 100-ft. rolls $3.25 per hundred sq. ft.; in 50-ft. rolls; $3.25 per 100 sq. ft.

WIRE, PLAIN

Boles ties, 14 gauge, single loop, $7 Winnipeg; $6.50 Fort William.

Brass snare wire, per lb., 90c.

WIRE, ANNEALED

No. 9, $5.79; 10, $5.81; 12, $5.95; 14, $6.15; 15, $6.30; 16, $6.45 per 100 lbs.

WRENCHES (NUT)

Agricultural—	Doz.
6 inch	$6 00
8 inch	7 20
10 inch	8 40
12 inch	10 80
15 inch	14 40

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES (PIPE)

Stillson—	Each
6 inch	$1 05
8 inch	1 18
10 inch	1 31
14 inch	1 84
18 inch	2 62
24 inch	3 81
36 inch	7 09

Trimo—

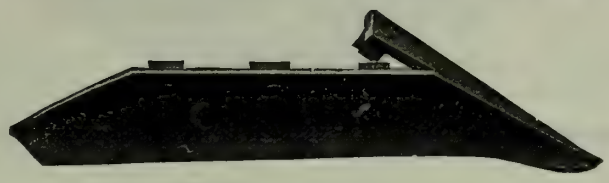
10 inch	$1 56
14 inch	2 19
18 inch	3 13
24 inch	4 53

Always Ready—	Dozen. Black.	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze. $62.55 per dozen, Reliance.

CRESCENT SHARES



OVER 1,000 PATTERNS. **PERFECT IN FIT AND FINISH**

Sandoval Rolling Coulter Harrow Teeth

Every Hardware Merchant in Western Canada should have these in stock.

The demand is assured. How is your supply? Better send us your order to-day.

D. ACKLAND & SON, Limited

WINNIPEG ∴ **CALGARY**

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

HARDWARE & METAL'S unique circulation as proven by the A B C Audit is due to 31 years of honest effort to give the retail trade the best possible service.

MEHASCO

Tin and Galvanized Ware

We never did feature a cheap line of this ware, and with the present high prices the people are willing to pay for quality.

Our Aluminum Finished Striped Galvanized Ware tones your stock's appearance, and our Charcoal Plate Tin Ware makes lasting friends.

Our Wash Boiler, with its one-piece cover and hook handles and cold-rolled burnished copper bottom, or all copper, has real class.

Kindly give these lines a hearing through our travellers or send for samples. A small assortment once in stock will make you a steady customer.

Merchants' Hardware Specialties, Limited
Calgary

Representing:

GOODELL-PRATT Co. — 1500 Good Tools.

WASHINGTON CUTLERY CO. —Village Blacksmith Brand of butcher knives and tools.

AMERICAN HONE CO.

C. C. Craig Co.

Winnipeg

Representing:

GENEVA CUTLERY CORP.— Genco razors.

IRWIN LEATHER GOODS CO. —Mfrs. of genuine Sunasack razor strops.

ROYAL STROPPER CO. Dubeledge stroppers

GOODELL-PRATT
1500 GOOD TOOLS

Goodell-Pratt Valve Lifter
No. 596

Raises the Stiffest Spring With Ease

This Valve Lifter is a strong and powerful all-steel tool that will be appreciated by all automobile mechanics. It is short enough so that it can be used in any car, and powerful enough to compress any valve spring. It is used by inserting the jaws beneath the valve spring, which is compressed as the jaws are opened by turning the handle. As the jaws move on hardened rollers, and the screw on ball bearings, the tool is very easy to operate.

The design of the larger circular opening in the upper jaw allows this jaw to extend above the small connecting parts on and about the valve stem, thus allowing them to be easily removed.

The arms of this tool are Drop Forged Steel. All exposed parts nicely polished.

Length over all, 6 in. Net weight, 9 oz. Packed one in a pasteboard box, 6¼ x 2 15-16 x 1 7-16 in.

No. 288 Automobile Valve Grinder

This tool will be found a great convenience in grinding Automobile Valves. Although this was formerly drudgery, it is now done easily and rapidly with this tool. By means of a simple operating mechanism, the Spindle is caused to rotate back and forth when the Crank is turned continuously in one direction. The cast iron casing, in which the working parts are enclosed for protection, gives the tool sufficient weight so that additional pressure need not be applied to the valve seat.

Both an adjustable Spanner and a Blade are provided in order that the tool may be used on different types of cars.

Socket Wrench Set
No. 378

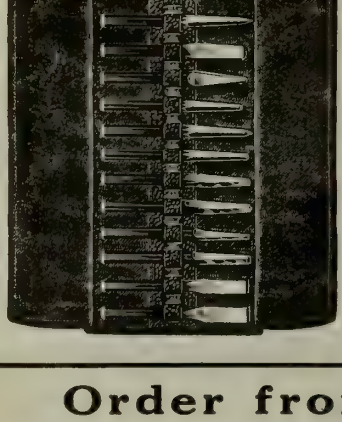
These Socket Wrench Sets will be found very useful and dependable tools and the usually inaccessible nuts can be reached and removed or replaced with the greatest of ease.

Set No. 378 consists of two wrenches 8¼ inches long, one with an 11-16 inch and a ⅝-inch socket, and the other a ⅞-inch and a ¾-inch socket. These sockets are made from malleable iron and are accurately broached to size. The handles are of steel.

Socket Wrench Set
No. 380

Set. No. 380 consists of a knurled steel handle, and four sockets in the same sizes and material as those of Set No. 378. The overall length of handle and socket is 10¾ inches.

The accuracy of the sockets of these sets reduces slippage to a minimum.



No. 399 Auto Set

This set consists of 12 hexagon chisels and Punches 5 inches long and ⅜-inch in diameter. The tools are forged from a very high grade of tool steel. They are hardened, ground, tempered and have polished points. The tools in this set are carefully selected to meet the needs of automobilists.

Eash set is put up in an attractive leather-cloth case. The tools are held in place by a leather strap.

The value of a Bearing Scraper depends primarily on the design and degree of hardness of its cutting edges.

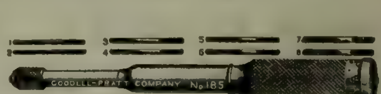
No. 381 Bearing Scraper

All Goodell-Pratt Bearing Scrapers are forged from a high grade of tool steel, so carefully hardened and tempered that they will scratch glass. The especially designed cutting edges eliminate chattering, and their extreme hardness assures a smooth, easy cut.

These scrapers are so carefully made that when they do require sharpening, a few strokes on an oil stone will quickly renew the clean, razor-like edge.

No. 381—cutting edge 2½ inches, length over all, 10 inches.
No. 382—cutting edge 3½ inches, length over all, 11 inches.
No. 383—cutting edge 4½ inches, length over all, 12 inches.
No. 471—set consisting of Nos. 381, 382, and 383.

Mr. Punch—The Hole Maker, is shown. You know, the drill which is advertised so extensively in Saturday Evening Post., etc.



No. 185 Auto Drill

It has a feature found in no other punch, viz. : a drill point gauge in the handle. Point this out to your customers.

We have special Mr. Punch advertising sets for dealers who sell this tool.

Order from Your Jobber --- or Write Us.

1869 1919

Golden Jubilee

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Trademark Largest Wholesale Behind Canada's Hardware House

"Twiplex" Cleans by Vacuum

The vacuum cups force hot suds through the clothes on both upward and downward strokes, resulting in a thorough cleansing without the destructive wear that occurs in many other washers.

Smooth, quiet running, automatically cut gears are stowed away beneath the tub, safely out of the way. This gives balance and stability, beside eliminating the lifting of the heavy gears when the cover is raised. This labor-saving washer is operated by a wooden-handled lever, or by a foot stirrup provided to operate the machine while sitting.

The vacuum cups, shown in the cut, can be raised or lowered on the plunging shaft. This permits four different adjustments to suit large or small washings. This wonderful washer has been tested and proved. It's a sure and satisfactory seller. Write for information.

"Twiplex" Vacuum

Sanitary Diamond "A"

The Light Easy Running "Sanitary"

A practically noiseless machine due to the spiral cut gears. This efficient, dependable machine has many powerful selling points to impress your customers; such as, a specially constructed dasher—more thorough; covered gears—safety; a lid with assisting springs—a labor-saving that appeals to women, and a superior cover lock. While the "Sanitary" thoroughly and safely washes either delicate laces or the heaviest blankets, its splendid construction assures less wear than the old tub method.

Write for prices.

The J. H. Ashdown Hardware Co., Limited

Calgary Winnipeg Saskatoon

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co,, Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Arms
The Fraser Co., Agents B.S.A., Montreal, Que.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Pit Doors
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
J. E. Beauchamp & Co., Montreal, Que.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
The Renaud Motor Supply Co., Ltd., Montreal Que.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Eletric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co,, Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes Ltd., Winnipeg, Man.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
Galt Robe Co., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Wilkinson & Kompass, Hamilton.

Bolts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.
Pratt & Whitney Co., of Canada, Ltd., Dundas

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Tractorlene Oil (for oil burning engines).

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We will re-pack, sort and re-ship from your stock here, guaranteeing prompt service, or if desired we will solicit and sell your Western customers.

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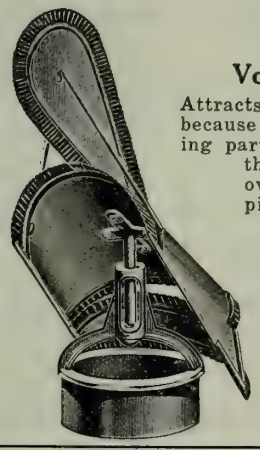

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Attracts the customers and closes sales because the Deflector—the lower slanting part shown—receives wind through the sloped opening directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys. Sells readily for homes, stores, churches, factories and as a ventilator for barns and warehouses.

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Winnipeg, Manitoba

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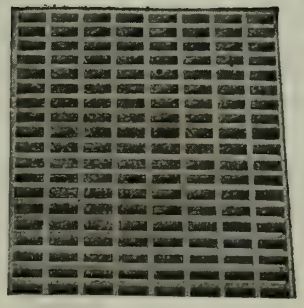

Cheaper and Stronger than Iron ones.

Neat and Sanitary.

Made with oblong mesh.

Write for new price list and order some samples.

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HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL

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THE BUYERS' GUIDE

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The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros. Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

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Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd, Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & I. J. White Co., Buffaflo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Economy Foundry Co., Ltd., Winnipeg, Man.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

The Publisher's Page

TORONTO JANUARY, 1920

Have You Taken Down Your Sign?

A prominent merchant who has made a great success of all branches of his business has said that withdrawing advertising from a good trade paper is like taking down your sign. Advertising to the trade you serve is business insurance, but premiums must be kept up or the policy will lapse.

During the war period many firms loaded up with war orders curtailed their advertising. During the war period and following the war, many business connections were severed owing to the inability of manufacturers to look after the needs of both their country and their customers. To-day conditions are different. With the war over, and conditions becoming more normal, there is a desire on the part of all branches of the trade to link up with the best possible sources of supply.

There never was a time when the trade was keener for business information. That is why the advertising pages of HARDWARE AND METAL are being followed so closely at the present time.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

THE BUYERS' GUIDE

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, Toronto.
The A. R. Whittall Can. Co., Ltd., Montreal

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplers, Belt
Strong Machinery & Supply Co., New York, N.Y.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H. Brooklyn, N.Y.

Creepers, Ice
Churchill Mfg. Co., Inc., Lowell, Mass.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg., Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Collette Mfg. Co., GVollingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
The Can. General Electric Co., Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christianson Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

For Satisfactory And Economical Spraying Recommend

CANADA PAINT INSECTICIDES

WITH the coming of Spring many people in your community will be considering the advisability of spraying as a means of greater crop production.

For such purposes you cannot recommend better or more economical insecticides than

Paris Green—Sprayide—Arsenate of Lime Arsenate of Lead (Dry and Paste) Dry Lime Sulphur

These C.P. Products are more economical than most insecticides, retaining their strength and purity indefinitely and staying in suspension longer. They are easily applied and destroy the insect pests effectively.

Stock C.P. Insecticides for better customer satisfaction and good profit. Your selling efforts will be backed by a vigorous consumer advertising campaign.

May we tell you about it?

The Canada Paint Co., Limited

Halifax Montreal Toronto Winnipeg Calgary Vancouver

THE BUYERS' GUIDE

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Gunnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Aventworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Renewable
Northern Electric Co., Ltd., Montreal.
The Siemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal.
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasolene Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Pois
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co. Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

Products of Experience

Many years' successful experience in the Roofing Business has given us a thorough knowledge of roofing requirements. And we've used this knowledge in making Everlastic Roofings.

They are made with the greatest care and undergo the rigid inspection that we know to be necessary. They are made to satisfy and to give the kind of service that will bring customers back to your store.

For it is only satisfactory service from what you sell that will keep your customers. A roofing that won't last—no matter how cheap the first cost—is a costly buy for your customer. And he'll remember where he bought it and nurse a grievance.

Everlastic Roofings sell for a fair price and you can be sure that your customer will get satisfactory service from them; which means that your customers will have confidence in you and the goods you sell.

Everlastic "Rubber" Roofing

Thousands upon thousands of buildings are protected from wind and weather by Everlastic "Rubber" Roofing. It is made of high-grade waterproofing materials and is tough pliable, elastic and very durable. It can be sold with perfect confidence that it will give satisfaction.

Made in 1, 2 and 3-ply weights, each roll containing enough to cover 100 square feet of roofing surface. Complete with nails and cement for laps will weigh about as follows: Light (1-ply) 35 lbs.; Medium (2-ply) 45 lbs.; Heavy (3-ply) 55 lbs. per roll.

Everlastic Slate-Surfaced Roofing

The most beautiful and durable roll roofing made. Surfaced with real crushed slate in soft shades of red or green. The slate not only makes a very handsome roof, but one that is fire-resisting.

Remind your customers that this roofing requires no painting. The colors are fast. Comes in rolls weighing about 80 lbs. Nails and cement included in each roll.

Write nearest office for prices and further details

The Barrett Company
LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER
ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.

Everlastic "Rubber" Roofing on a group of modern farm buildings, including silo at right.

THE BUYERS' GUIDE

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barlow Nesting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kalsomine Cleaner
Satinette Products Mfg. Co., The, Toronto, Ont.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co. Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilcites Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Acetylene
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Willson, Ltd., Toronto.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal.

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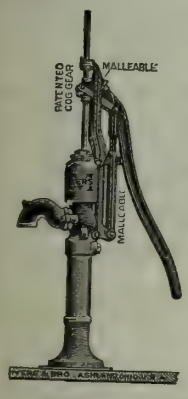

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Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

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THE BUYERS' GUIDE

Lamps, Nitrogen
North American Hardware Co., Ltd., Montreal, Q.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Plewes Ltd., Winnipeg, Man.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

Lock Washers
H. Paulin & Co., Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinery Supplies
Williams & Wilson, Ltd., Montreal, Que.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stamping
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oil Storage Systems
Gilbert & Barker Mfg. Co., Springfield, Mass.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

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THE BUYERS' GUIDE

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd,, Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Plow Rings
International Malleable Iron Co., Ltd., Guelph

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pumps, Semi-rotary
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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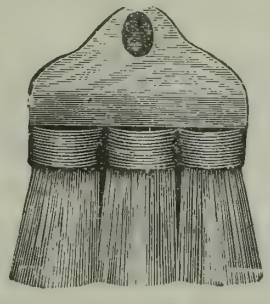

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Refrigerators
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Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.
Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.
Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.
Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.
Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.
Rod ends
J. H. Williams & Co., Brooklyn, N.Y.
Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.
Rods, Straightened
The Graham Nail Works, Toronto.
Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Roofing, Ready
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.
Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Rope Grips
Coleman Fare Box Co., Toronto.
Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.
Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.
Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Sand Paper
United States Sand Paper Co., Williamsport, Pa.
Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Sap Pans
Steel Trough & Machine Co., Ltd., Tweed.
Saws, Crosscut and Band
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.
Sawset
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.
Saws, Back
The Crescent Co., Meriden, Conn.
Saws, Compass
The Crescent Co., Meriden, Conn.
Saws, Coping
The Crescent Co., Meriden, Conn.
Saws, Butchers', and Kitchen
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.
Saws, Hack
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Searchlights
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Snips (Tinner)
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1534 St. Urbain St., Montreal.
Kyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.

CANADIANS MUST BE SQUARE

IN the course of an article in January issue of MACLEAN'S MAGAZINE (now on sale), Mr. Lloyd Harris, who was head of the Trade Mission to Great Britain, makes the important statement that "Canada must develop a high standard of commercial morality—she hasn't that standard now." This is a vitally important article, pointing out the tremendous opportunity for profitable trade in Europe that is open to Canada, but at the same time issuing a grave warning as to what we must do, and must not do, if we are to grasp the golden chance.

Mr. Harris shows the opening for permanent trade connections that has come about as the result of war conditions and the "sentimental preference" that Canada now has in Europe—a preference created by the record of our soldiers. His message is one that every Canadian should read—business man or workingman, exporter or laborer.

Other features found in January MACLEAN'S are:

"Politics Under the Shadow"

Dominion politics are summed up by J. K. Munro in his usual pithy and unsparing style. He tells what is happening in Ottawa where the shadow of an impending farmer invasion hangs over everything.

"The Birth of a Labor Party"

Up to the recent election in Ontario, Canada hadn't a real Labor party. As a result of the return of a solid group of Labor candidates, a new party may be said to have been born. J. L. Rutledge gives interesting sketches of the first Labor members.

"The Woman's Court"

Mrs. Arthur Murphy (Janey Canuck), the first woman magistrate to sit on a bench in Canada, tells of the operation of the first Woman's Court.

"A Woman on the Warpath"

Mrs. Nellie McClung, who has figured on the public platform more prominently than any other Canadian woman, tells interestingly of her experiences, particularly with regard to the campaign in Manitoba against the Roblin Government.

Six Bright Stories by Well-Known Authors

The Thread of Flame—By Basil King.
His Majesty's Well-Beloved—By Baroness Orczy.
Spanish Doubloons—By Camilla Kenyon.
The Fall Triumphant—By C. L. M. Brown.
The Empty Chair—By Alice and Claude Askew.
Winning a Post in Fur Land—By Robert E. Pinkerton.

Keep in Touch with the World

The world is being remade in these trying times and the man or woman who would keep up with the march of events, can do no better than read the "Review of Reviews" department in January MACLEAN'S, in which the best and most interesting articles selected from the periodicals of the world are reprinted in condensed form. Look at the list of articles in this department in January MACLEAN'S:

Britain's Supremacy is Threatened
Japan is Fighting For Her Life
Admiral Reveals Vital Secrets
Germany is Still Dangerous
Can Life Be Lengthened?
How Ole Hanson Was Elected
The Diamond Market Cornered
Balking Life's Handicap
Britain Must Remain Strong Military Power
The Song of the Bolsheviks
Political Chaos in Britain
The New Roosevelt
Death Rate Exceeds Births
Secrets of "Make-Up"
Revolution Brewing in Egypt

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Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Stucco Board
Bishop ic Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd, Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks, Storage
Gilbert & Barker Mfg. Co., Springfield, Mass.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Themometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

Tires and Tubes, Automobile and Motor Tr
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelp
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Toboggans
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn

Trying Devices
Cleveland Store Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
W. Cane & Sons Co., Ltd., Newmarket, Ont.

THE BUYERS' GUIDE

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G. Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co.; of Canada, Ltd. Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd, Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A Ramsay & Son, Montreal.
R C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd. Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons. Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlay Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

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Barcalo Mfg. Co., Buffalo, N.Y.
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros, Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
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J. H. Williams & Co., Brooklyn, N.Y.
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Plewes, Ltd., Winnipeg, Man.
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Wringers, Hand and Power
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Canadian Tube & Iron Co., Ltd., Montreal.

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Bridgeport Hardware Co., Bridgeport, Conn.

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Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
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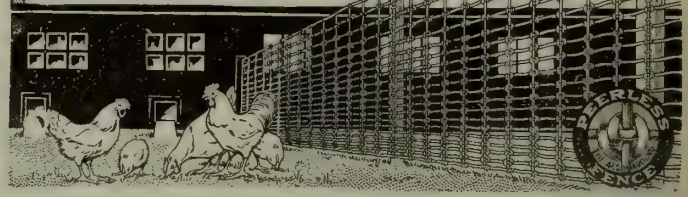

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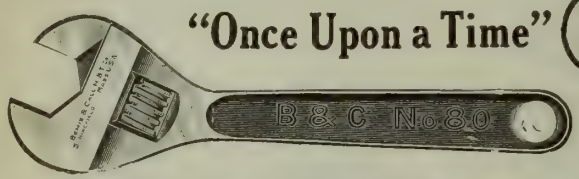
TRADE B&C MARK



An automobile broke down in front of a Hardware Store. While the lightning flashed and the water gurgled along the curb, the owner slogged around in his wet boots and found he had no tools with him. The Hardware Man sold him a wrench, in a few minutes a screw driver and another style of wrench. And then, gently and tactfully—for the car-owner was miserable—he pointed a moral about preparedness; and he sold that auto driver about fifty dollars' worth of tools. HE HAD THE RIGHT TOOLS.
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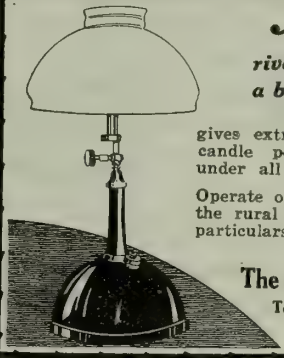

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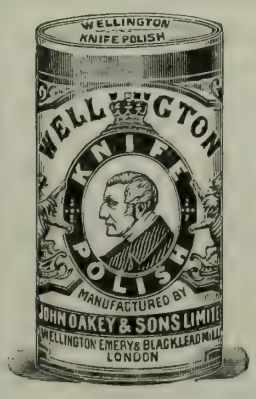

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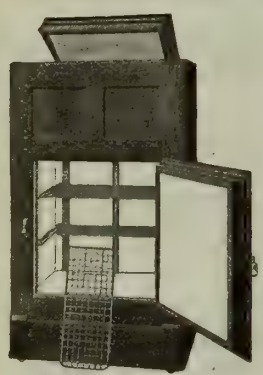

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A sample will be sent you for your careful and scrutinizing test.

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Also Step-ladders, Ironing Boards, Curtain Stretchers, Hercules Wire Stretchers, Reversible Drip Tub-stands, Clothes-bars, Eureka Post Hole Diggers, Malleable Iron Tank or Silo Lugs and Well Points.

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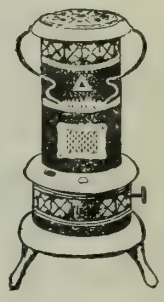
366

251

370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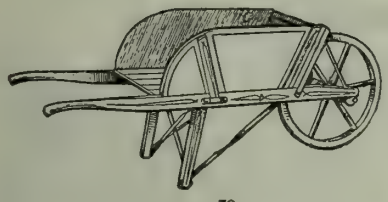
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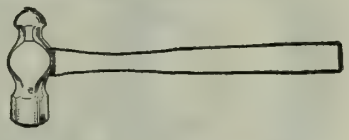
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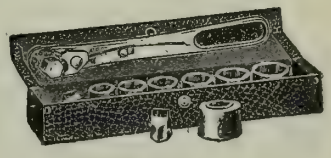
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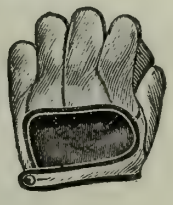
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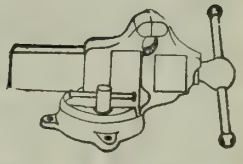
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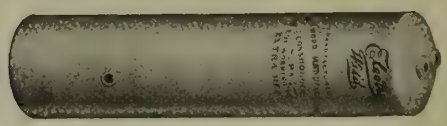

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12 SIZES
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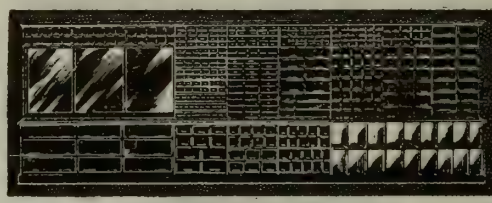
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SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS
We will be pleased to give you our estimate on you next order.
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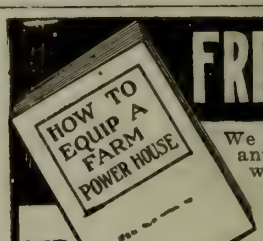

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We offer free to any Retail Hardware or Implement Dealer a little booklet illustrated in this ad.
Its pages show many interesting features about power houses for farms; the latest—the most modern—the most economical methods of installing Line Shaft Outfits with Speed Governing Pulleys are fully covered in this booklet.
At this time we are offering a similar booklet free to farmers through farm papers of more than 4,000,000 circulation. The inquiries are pouring in in large numbers.
Do you want to get the benefit of this advertising campaign? If so, write for the free booklet and special information.
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FENCES
We are now in a position to quote you on fencing, lawn posts, and ornamental railings for immediate or spring delivery.
It's a pleasure to quote prices.
Excelsior Wire Co., Limited
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Send for Catalog No. 4
GEORGE H. WILKINS CO.
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TINOL SOLDER

A complete solder in paste form, will solder all metals, and requires no acid or other flux. It will solder through grease, dross, scale, etc.
All that is necessary is to heat the article to be soldered to the melting point of the TINOL. This can be accomplished with a soldering iron, gas, or TINOL Torch, or any other convenient source of heat.
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For Circular of TINOL Solder Products.

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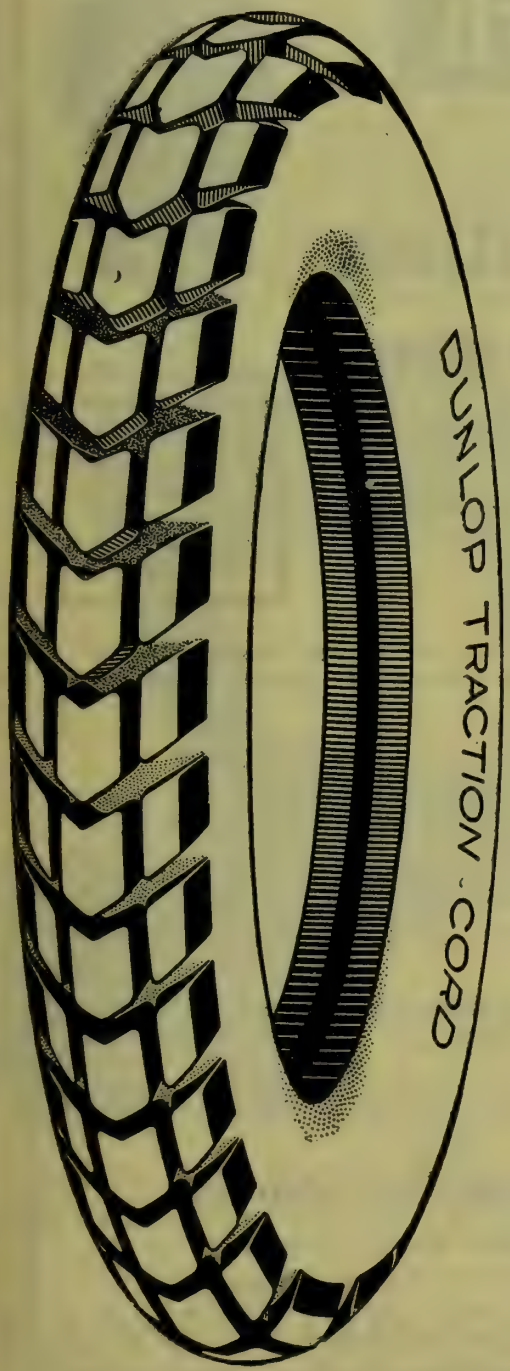
SEAL OF QUALITY

CORD



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Dunlop Fabric Tires are obtainable in "Traction," "Special," "Ribbed," "Clipper" and "Plain."

All sizes—30 x 3½ to 37 x 5

Dunlop Tire & Rubber Goods Co.
Limited

Head Office and Factories: Toronto
Branches in the Leading Cities

M & S the PLUG with the Hotter Spark

Made in Canada

No. 501
⅞" Standard with
Three-in-One Terminal

No. 500
½" Standard with
Three-in-One Terminal

Quicker Ignition
Better Combustion

That is what the M. & S. Spark Plug will accomplish for you.

Isn't it abundantly worth the trifling cost of a set of plugs—just to know what the M. & S. hotter spark means to you.

Try them.

M. & S. Spark Plug No. 500 is "Standard Equipment on Model No. 4 Overland

No. 503
⅞" Long with
Chevrolet Ball Terminal

See that ball-point in the picture? It concentrates the current and intensifies the heat, thus giving quicker ignition and better combustion which means increased power.

The difference in pep and vim in your car will surprise you.

The interchangeable porcelain is another big convenience. Porcelains can be purchased separately. Our high heat test ensures freedom from sparking troubles.

The Center Electrode is one-piece (not welded) 97% nickel steel.

The three-in-one terminal is adapted to any style of ignition wiring. Special Chevrolet model ball terminal.

M. & S. Plugs are Canadian made by Canadian workmen. Materials and workmanship are of the highest standard.

Our strict guarantee—complete satisfaction or free repairs or replacement.
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Machine and Stamping Co., Limited

Commercial Dept.—Russell Motor Car Co., Limited

1209 King Street West **Toronto, Ontario**

Also Models No. 502 ⅞" long "3 in 1" terminal and Model No. 506 ½" long.

50

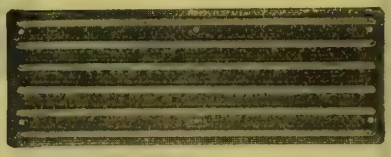
Stanwood Products

GOOD SELLING ACCESSORIES

To the big majority of merchants and jobbers, Stanwood Products need no introduction—their high quality, their reliability, their serviceableness — their demand, have made a lasting impression.

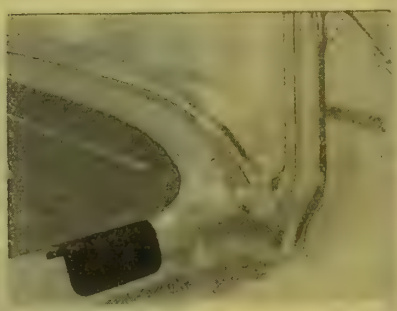
Others seeking the "better grade" of automobile accessories, such as the Stanwood Equipment Company manufactures—Rubber Safety Step Plates, Rubber Heel Plates, Rubber Pedal Plates, Leather Hand Pads for automobile doors, Adjustable Accelerator Foot Rests, will appreciate their high quality, design, materials and workmanship which means the best.

Safety Step Plates for running boards add to car refinement, assume firm footing, and save wear and tear on running board linoleum. Made in various styles, rubber vulcanized to metal plates and also solid rubber segments inserted into metal rubber covered plates. Type B, $3.75, list; Type C, $2.25, list; Ford Type $2.25, list.



Accelerator Heel Plate furnishes a stable position for heel when operating the pedal. Prevents wearing a hole in the floor covering. May also be used as toe and heel guard on running board. Made of rubber vulcanized to a metal plate. Price $1.20 each, list.

Adjustable Accelerator Foot Rest sells at sight. The user sees comfort and convenience in this little accessory. Comfortable—relieves leg muscle tension, acts as a foot support. Convenient—prevents unintentional acceleration over rough roads. Price each $2.25, list.



Conformable Hand Pads add a pleasing appearance to car. Prevent finger marks and wear on finish of car. Made of leather in various grains. Price, each, $1.35 to $2.70, list.

Send for a Catalog showing the line of Stanwood Products. A copy will be mailed upon your request.

STANWOOD EQUIPMENT COMPANY

307 Plymouth Court - Chicago, Illinois

Little Giant 2 Stock Set

Motor Screw Plates

With all signs pointing toward a record-breaking season for passenger cars, trucks and tractors the prospects are bright for a brisk season for maintenance and repair tools.

Little Giant

Combination Screw Plates in both U.S. and S.A.E. standard threads contain a good range of tap and die sizes. They give the best possible service. They secure thereby for their owners maximum results at a minimum expense.

Little Giant Automobile Screw Plate

There is a screw plate for every need listed in our new No. 40 Catalog. Make your selection in good season and be prepared for emergencies.

Automobile Set in Leather Roll

Wells Brothers Company of Canada, Ltd.

Galt - - Ontario

Canadian Plant of the Greenfield Tap and Die Corporation

RADIATORS CAN'T FREEZE

AD-EL-ITE Non-Freezing Liquid **prevents** radiators from freezing to death.

It is an alcohol preparation with evaporating retardent, harmless to rubber, minimizes corrosion or rust, and aids engine starting.

It is absolutely safe and sure.

This is a zero weather protector for radiators. Simply mix it in the water usually used and laugh at zero.

Handsome store and window display hangers, circulars, and effective advertising and sales promotion work done for you, assuring quick turnovers.

Send for elaborate complete catalogue "NEW CARS FOR OLD."

Ask your jobber for AD-EL-ITE Alcohol Non-Freezing Liquid.

ADAMS & ELTING CO.

17 ADELAIDE ST. EAST

TORONTO

PAINTS AD-EL-ITE VARNISHES

COPYRIGHT 1918 BY ADAMS & ELTING CO.

Ford

Announcement

Prices effective January 12, 1920

Runabout	$ 710
Touring	740
Coupe—fully equipped	1050
Sedan—fully equipped	1250
Chassis	675
One-Ton Truck Chassis	750

Prices are f. o. b. Ford, Ont., and do not include War Tax

Electric Starting and Lighting Equipment is supplied on Sedan and Coupe at prices quoted. On Runabout and Touring this equipment is optional at an additional cost of $100.00, exclusive of War Tax.

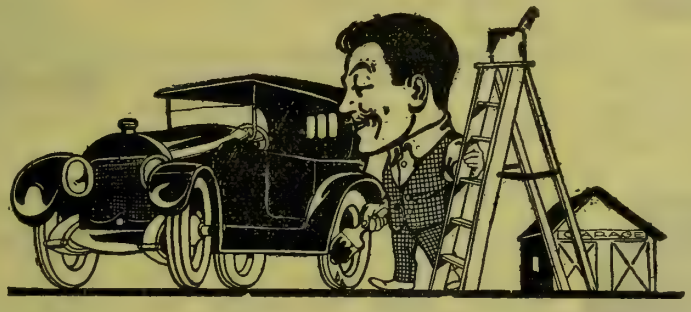
Ford Motor Company of Canada, Limited

Ford, Ontario

Every New Auto Adds to Demand For These Specialties

Automobile Plants Cannot Keep Up With The Sales

Beats-All "Quality" Brand



Liquid Rubber Way

Mohair Top Dressing

Waterproofs and Re-rubberizes

Pints 85c
Quarts $1.50

Produces a black, silky and lasting finish. Leaves top soft and pliable.

Drab Lining Dye

Pints $1.35
Quarts $2.50

Re-dyes and refinishes inside top linings a fresh light color. Covers all stains and discolorations

Knu-Lac Top Dressing

For Ford Cars

Pints 75c
Quarts $1.35

For imitation of leather tops. Refinishes a rich, glossy black; waterproofs and re-rubberizes.

These Top Dressings and all our products offer you powerful selling points. They are the only Dressings on the market having a LIQUID RUBBER base to Waterproof and Re-rubberize the Top material. They leave the Fabric Soft and Pliable. They put back into the Fabric something which has gone out through deterioration, giving it that factory newness and durability.

OTHER CAR ECONOMIES

DULL-LAC TOP DRESSING
Puts on a Rich, Egg-shell Finish.

RE-KNU UPHOLSTERY DRESSING
Makes Old Cushions Look and Wear like New. Dries in 15 Minutes.

RE-KNU BLACK LINING DYE
Re-dyes, Covering all Stains and Discolorations.

GLOSS BLACK ENAMEL
An Elastic Enamel to re-finish the entire car.

BURBANK O.D. TOP DRESSING
Re-dyes the Top a Light Drab Color — Waterproofs and Re-rubberizes.

RE-KNU RUBBER TIRE PAINT
Gives the Tire that new appearance. Does not wash off.

STAY-ON AUTO TOP PATCHES
Mends all Holes and Cuts.

BEATS ALL TUBE PATCHES
Fixes that Puncture Quickly.

BEATS-ALL RADIATOR CEMENT
A Liquid Cement—Stops all Leaks.

BEATS-ALL SPRING LUBRICANT
Stops that Squeak. It leaves a Graphite Deposit on Each Leaf.

ENGINE ENAMEL
Black and Grey. Stands a high Heat Test.

FENDER ENAMEL
For Retouching—Dries Quickly.

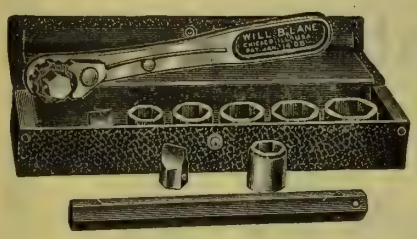
For sale at Leading Hardware and Accessory Stores and Garages

Auto Specialties Manufacturing Co., Inc.

40 Elm St., Buffalo, N.Y.

Factories: Buffalo, N.Y., Fort Erie, Canada

LANE'S HANDY AUTO RATCHET TOOLS



FORD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 1 Extension Bar, 6 inches in length; 6 Sockets to fit all nuts and bolt heads on Ford cars, including the cylinder head. Put up in strong leatherette case. Weight, 22 ounces.

STANDARD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 7 Sockets to fit all size nuts in U.S. Standard from ¼ inch bolt to ½ inch bolt; S.A.E. Standard from 5-16 inch bolt to 11-16 inch bolt. Cap screws from 5-16 inch bolt to ⅝ inch bolt. Put up in strong leatherette case. Weight, 18 ounces.

The **"Standard"** and **"Ford"** Sets of the Lane **"Unique"** Ratchet Wrench and the Lane **"Super-Unique" Ratchet** Wrench Set, together with the Lane **"Unique"** Off-Set Ratchet Screw Driver, present unusual selling opportunities for the dealer.

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

Their ability to perform tasks, where other wrenches fail, make them easy to sell.

Your jobber has them.

Manufactured by

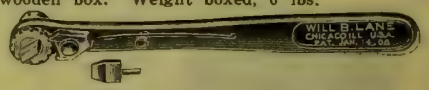
WILL B. LANE

180 N. Dearborn St.

CHICAGO, ILL.

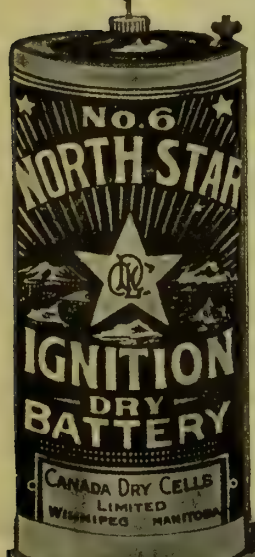
SUPER-UNIQUE SET

Contains—1 Drop Forged Handle, 9 inches in length; 1 Extension Bar, 8 inches in length with thimble attached; 15 Hexagon Sockets to fit all size nuts within 7-16 to 1¼ inches broached opening. The sockets fit all S.A.E. standards from ¼ to ⅞ inches. U.S. standards from 3-16 to ¾ inches (bolt). Cap screw sizes from ¼ to 1 inch. Put up in strong wooden box. Weight boxed, 6 lbs.



OFF-SET RATCHET SCREW DRIVER

Consists of—1 Six-inch Drop Forged Handle, polished and case-hardened; 2 Size accurately milled Screw Driver Bits made from the highest grade screw driver steel and oil tempered. Bits are interchangeable and can be removed and replaced in one second. This article is fully warranted. Weight, in paper box, five ounces.



Quality Batteries at Reasonable Prices and Good Profits

The superior construction and quality of North Star Batteries will steadily pull sales and increase business for *you* by the repeat order route.

All good jobbers sell them.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA

Hardware Dealers Can Make "Big" Selling the Right Kind of Tires

Sell a motorist a tire that stands up well, that gives satisfaction and you make him a customer for all time. Motorists are good buyers of hundreds of profitable things in accessory lines, so make your store popular.

Sell

Gutta Percha Tires

and secure the tire business of your locality. The inbuilt quality to endure has won them first place in the heart of the motoring public.

1920 will see heavy selling of Gutta Percha Tires.

"The Tires That Give Satisfaction"

Gutta Percha and Rubber, Limited

Head Offices and Factories: Toronto

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

England's Most Durable Plug

interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

Factory Representatives:
Associated British Industries (of Canada) Limited
Head Office: Ryrie Bldg. Toronto
Phone: Main 1239
Manufacturers:
Sphinx Mfg. Co.
Birmingham, England

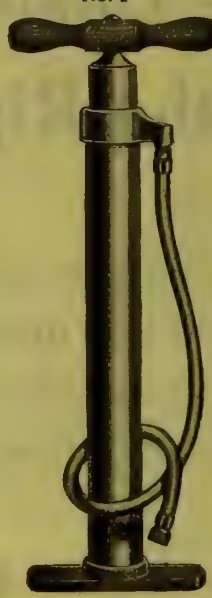
'SPHINX'

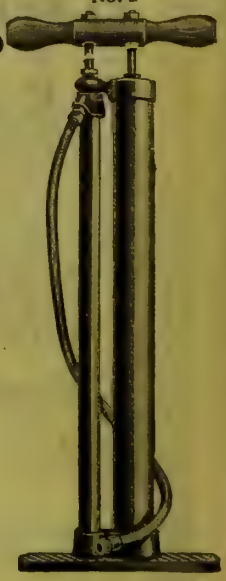
England's most Durable Plug

Insist on Getting a

TALLMAN TIRE

No. 1 **PUMP** No. 2



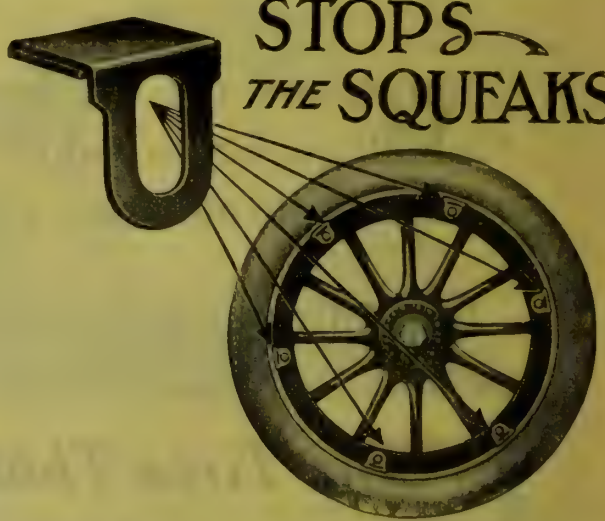


Reliable

Durable

Tallman Brass & Metal Limited
HAMILTON, ONT.

STOPS THE SQUEAKS



Hold Tight Wedge Plates

OWNERS— Have your repair man put them on your car when you are having it overhauled.

DEALERS—Use them in your shop and save the owners the price of a new wedge.

JOBBERS— Place your orders NOW.

Retail price 10c each, or $1.50 per box of 20. Packed in neat counter display cartons containing 12 boxes.

Ren Automotive Supply Mfg. Co.
PRESTON ONT.

What has given the Royal Oak Tire a reputation for good service?

The answer is simple enough—Quality, *Quality,* QUALITY, first, last and always. To get the quality we had in mind, we found it necessary to engage experts for every department, making each responsible for his department, and now we are satisfied that this idea is practically as well as theoretically sound. No business can succeed without high and definite standards of service, and we have found in tire making that we get most, when we give most.

That is why we are able to guarantee 6,000 miles from each Royal Oak Tire.

That is why users of Royal Oak Tires enjoy an immunity from tire worries that is quite uncommon.

That is why dealers everywhere tell their customers and as in meaning if not in these exact words, "I never have a complaint about a Royal Oak Tire."

And that is why a motorist of Thornhill, Ont., who had travelled 10,000 miles on a Royal Oak Tire declined a new one in exchange, simply because, as he said, the old was still good enough for him.

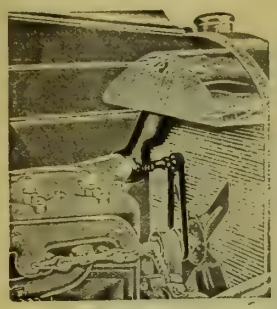
Royal Oak Tires in a word give satisfaction to users because we first put in the quality of rubber and the skill and the pride of workmanship, necessary to produce that satisfaction.

"TOUGHER THAN OAK"

Oak Tire and Rubber Co., Limited

19 DUNDAS STREET EAST - TORONTO, ONTARIO

FACTORY: Oakville, Ontario, Canada WINNIPEG BRANCH: 120 Lombard Street
MONTREAL BRANCH: 371 St. James Street



Star Water Circulator

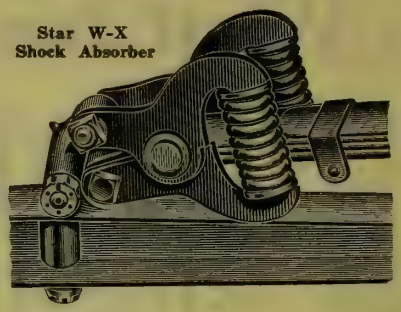
Forces water from engine to tank and back to engine. Saves oil, gas and bearings.
No. 1 for 1916 models and earlier, each $4.00
No. 2 for 1917 models and later, each $4.00

Accessories for Ford Cars

Also manufacturers of other accessories: Radius Rod Supports, Rear Axle Truss Rods, etc. Also Bench and Power Grinders. Write us.

Star Specialty Manufacturing Co.
227 West Erie Street, Chicago

Star W-X Shock Absorber



Four cushions of comfort. One for each corner of your Ford. Easy to attach. You remove only the shackles and put the W-X in their place.
Per set (of four) $7.50

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

BUMPERS

Hardware, Automobile and Accessory Dealers

Our line of Bumpers are the most complete in the world and we are open to fill your orders as we have all our material in stock and can guarantee delivery.

Diamond Rod Bumper Fitall Attachments

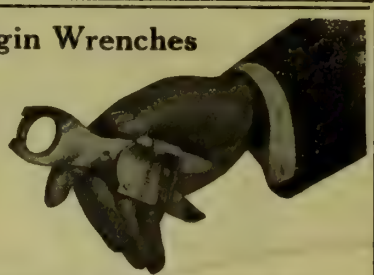
We manufacture all lines of Bumpers, Round, Diamond and Channel Bars in all sizes, and Spring Steel Bumpers in 1¾ and 2 inch with Fitall, Hook, Bolt and 3 Leaf "V" Bolt Attachments.

Our Mr. Struthers will be at Windsor Hotel, Montreal, Que., during Automobile Show, January 17 to 25 and would be pleased to show you the line.

If not going to be at Montreal Show drop us a line to forward you a catalogue.

CONCRETE BUMPER CO.
WINDSOR, ONT.

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

The Real Ankle Support That Makes Others Look Like Imitations

Sell Perfection Ankle Supports—the only sure and comfortable ankle support on the market.

Made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply can not bend sideways.

You'll sell more skates this winter as well as supports if you handle this line.

Write us for prices.

Owen Sound Steel Press Works, - Owen Sound, Ont

NORTHLAND SKI MANUFACTURING CO.

SKI, TOBOGGANS, SNOW SHOES and ACCESSORIES

Best Sellers *Liberal Profits* *None Better Made*

Wire in Rush Orders
Express or Freight

Prompt Service

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest manufacturers of Skis in the world

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.

THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.

Manufactured only by

THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

"Oil Cup"

"Ratchet"

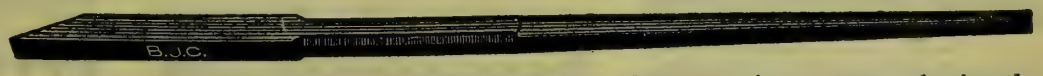
"D"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

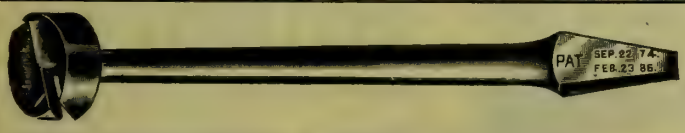
CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

When Writing Advertisers Please Mention This Paper

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BADGES

Drop a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Handle Specialists

Our handles are made out of the best grade Second Growth air-seasoned timber for Pick, Axe, Sledge and Hammer. Quality, Shape and Finish unexcelled. They look Well, Sell Well and Last Well.

St. Marys Wood Specialty Co., Ltd.
St. Marys, Ont., Canada

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Decalcomania Transfer

NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

DOON TWINES, LIMITED

KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

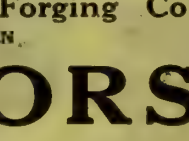
MILLS AT DOON, and KITCHENER, ONT.

Swedish Steel Forging Co.

SWEDEN

RAZORS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

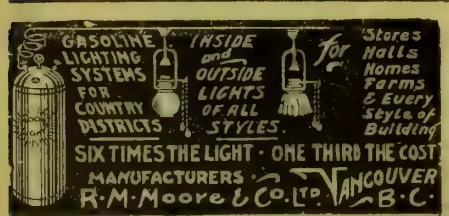
Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

To The Trade

Reed & Coombs (successors to Copp Stove Co.)
Empire Ave., Fort William, Ont.

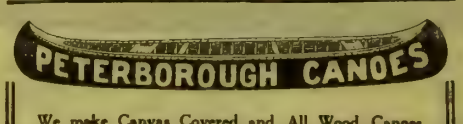
Having taken over all the patterns of the Copp Stove Co. we are making all repairs for the stoves made by the Copp Co. Orders for the same will be filled promptly. General Foundry Jobbing and Nickle-plating.



Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

TRANSFERS

FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM



We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans
The Peterborough Canoe Co., Limited
Peterborough, Canada

ALLEN FLUX

NON-ACID—FOR SODERING

Use Allen Non-Acid Sodering Flux for strong dependable joints — any metal to any metal (including aluminum).

Put up in the form of sticks, liquid, paste and salts.

Order it from your supply house.

Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Canada

"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.

C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

Hardware & Metal's unique circulation as proven by the A. B. C. Audit is due to 31 years of honest effort to give the retail trade the best possible service.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal

W. T. Evans, Can. Manager

Your Enquiries Promptly Answered

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED—An Auto Accessory Salesman. Must be a live wire and know the garages and dealers. Immediate engagement. Good position. Apply Post Office Box 2835, Montreal.

HARDWARE CLERK — STATING EXPERIence, salary and age. Apply to Geo. W. McDonald, North Bay, Ont.

EXPERIENCED HARDWARE CLERK TO MANage store in Toronto. State experience and salary. Box 703, Hardware and Metal.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ort.

MISCELLANEOUS

STOVE REPAIRS SUPPLIED FOR GARLANDS, Pen Esthers, Acmes, Crown Hurons, Supremes, Coronas, Renowns, Silver Kings, Grand Ideas, and all kinds of stoves and ranges. For full list and prices write Grundy Bros., Strathroy, Ont.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

SITUATIONS WANTED

SIDE-LINE WANTED BY HARDWARE SALESman with connection over Ontario. Wants substantial line with selling possibilities. Send particulars. Box 670, Hardware and Metal.

HARDWARE SALESMAN—MARRIED, TWENty-six years old, nine years' experience, seeks position with progressive concern. Apply Box 697, Hardware and Metal.

COMMERCIAL TRAVELLER WITH FOUR years' experience calling on the trade with woodenware is now open to handle same line for the Maritime Provinces and has good connection. Woodenware, c/o McLean Publishing Co., Ltd., Toronto.

AGENCIES WANTED

DALEY & GORRILL, SUMMERSIDE, P. E. Island, manufacturers' agents, will handle any line that is a profit maker. Correspondence solicited.

AGENCY—OUR FIRM, MANUFACTURERS OF harnesses in Levis, Que., invites correspondence from manufacturers of staple hardware goods which their travellers, covering the Province of Quebec, could sell to merchants. Strictly first-class references offered. Ferd Cote, Ltd., Levis, Que.

TO RENT

EXCELLENT OPENING

To rent, in the Village of Webbwood, Algoma, on the Soo Line of the C.P.R., forty miles West of Sudbury, hardware store and commodious warehouse; business established twenty-five years and has always been a money maker. Possession about March 1st. Apply to James Purvis, Sudbury, Ont., sole executor, late C. A. Purvis.

FOR SALE

A Proposition Unusual

A hardware business for quick sale in North's most enterprising town. Business established over 20 years and ample room for improvement. Reason for sale will be confidentially explained to those inquirers showing seriousness of intent.

Apply Box 685

Hardware and Metal

For sale at reasonable prices, Genuine Swedish Iron Bars, full assortment of sizes. Apply Dillon Crucible Alloys, Ltd., Welland, Ont.

HAVE YOU RECEIVED HARDWARE AND METAL STOCK ELECTRO CATALOG YET?

Finding What You Want

IF YOU DON'T FIND what you want in the advertising pages, write "Inquiries Department,"

HARDWARE & METAL

When your customers ask for a trade-marked line and you do not know where it can be procured, write us. We will do our best to get the information for you promptly.

We want you to feel this paper is being published in your interest.

INDEX TO ADVERTISERS

Acland & Son, D. 89
Acme Waste Mfg. Co. 110
Allen & Co., L. B. 128
Aluminum Goods Mfg. Co. 9
Allway Oiler Mfg. Co., The 35
Adams & Elting Co. 119
American Enamel Products Co. 28
American Pad & Textile Co. 33
American Rolling Mill Co., The .. 15
Army & Navy Mfg. Co. 112
Ashdown Hdwe. Co., J. H. 91
Atkins & Co., E. C. 22
Auto Specialties Mfg. Co. 121

Baines & David 81
Banwell Hoxie Wire Fence Co. 110
Barnett Co., G. & H. 85
Barrett Co., Ltd., The 99
Barton Netting Co. 37
Beatty Bros., Ltd. 81
Bemis & Call Hdwe. & Tool Co. .. 110
Berry Bros. 71
Brett Co., The 89
Bissett & Webb, Ltd. 128
Boeckh Company, Ltd., The 69
British Smelting & Refining Co. .. 25
Brown & Sharpe Mfg. Co. 79
Butler & Co., Geo. 31
Butcher & Co., J. H. 128
Butterfield & Co. 14

Cameron & Campbell 114
Canada Cycle & Motor Co. 77
Canada Decalcomania Co. 128
Canada Dry Cells, Ltd. 122
Canada Foundries & Forgings, Ltd. . 33
Canada Metal Co. 77
Canada Paint Co., Ltd. 97
Canada Steel Goods Co., Ltd. 13
Can. Lamp & Stamping Co. 126
Canadian National Carbon Co. 79
Canadian Tube & Iron Co. 32
Canadian Winkley Co., Ltd. 127
Canadian John Wood Mfg. Co. 114
Cannon Oiler Co., successors to R. E. Bloomer 127
Cane & Sons, Wm. 28
Caron Bros. 114
Carpenter Morton Co. .....Front cover
Carter White Lead Co., Ltd. 103
Caverhill, Learmont & Co. 16
Cedar Rapids Foundry & Machine Co. 114
Chamberlain Desolvo Co. 110
Channell Chemical Co. Inside front cover
Chicago Spring Butt Co. 37
Christiansen Implements, Ltd. 37
Clayton & Lambert 112
Climax Baler Co. 114
Coghlin, Ltd., B. J. 124
Collette Mfg. Co. 30
Concrete Bumper Co. 126
Craig Co., C. C. 98
Crescent Co., The 28
Crane, Limited 110
Crowley, C. R. 114

Davidson Mfg. Co., The Thos. 25
Diamond Saw & Stamping Works . 128
Disston & Sons, Henry 20
Dominion Belting Co. 110
Dominion Cartridge Co. 38
Dominion Iron and Steel Corp. ... 24
Dominion Sheet Metal Corp. 83
Doon Twines, Ltd. 128
Dorken Bros., Ltd. 30
Dowswell, Lees & Co. 10
Duluth Show Case Co. 29
Dunlop Tire & Rubber Co. 115

Eddy Co., Ltd., The E. B. 20
Edelmann & Co., E. 11
Evans, W. T. 128
Excelsior Wire Co. 114

Ford Motor Co., of Canada, Ltd. . 120
Frost King Weather Strip Co. 114
Frost Steel & Wire Co., Ltd. .... Back cover

Galt Robe Co. 4
Gendron Mfg. Co. 32
Gipe-Hazard Co., Ltd. 111
Glidden Co., The 73
Gooderham, E. G. 114
Graham Nail Works, The 103
Greb Co., The 114
Great West Electric Co. 93
Great Western Smelting & Refining Co., The 111
Greenfield Tap & Die Corp. 118
Guelph Spring & Axle Co. 128
Gutta Percha & Rubber Co. 123

Hamilton Gas Mantle Co. 111
Hamilton Stamp & Stencil Works .. 128
Hamilton Stove & Heater Co. 6
Hobbs Mfg. Co., Ltd. 85
Homer & Wilson 111
Hoyt Metal Co. 37
Hutton & Co., James 111

Imperial Bit and Snap Co. 111
Ingersoll File Co, Ltd. 30

Jacobs Mfg. Co., The 23
James & Co., W. R. 83
Jardine & Co., A. B. 31
Jennings Mfg. Co., Russell..... 128
Johnson & Sons, C. H. 24
Johns Manville Co., H. W..... 19

Kinzinger, Bruce & Co. 128
Korn Razor Mfg. Co., Geo. W. ... 30

Laidlaw Bale Tie Co.. 31
Lamplough & Co., F. W. 128, 11a
Landers, Frary & Clark 2
Lane, Will. B. 122
Lewis Bros., Limited 3
London Rolling Mills Co. 101
Ludgate, Ryder & Thomas Co. 28
Lufkin Rule Co., of Can., Ltd. 130
Lundy, A. R. 31

Macfarlane & Co., Ltd., A..... 21
Machine & Stamping Co, Ltd. ... 116
Martin Co., The L. 105
McArthur & Co., Alex. 103
McDougall & Co., R. 105
McClary Mfg. Co. 17
Meakins & Sons, Ltd. 106
Merchants Hardware Specialties, Ltd. 89
Metal Shingle & Siding Co. 22
Mica Co., of Canada 128
Moore & Co., Ltd., Benjamin..... 67
Moore & Co., Ltd., R. M. 128
Morrison Brass Mfg. Co., James ... 23
Myers & Bros., F. E. 101
Myers Co., C. A. 128

Nagle Mfg. Co., H. 32
National Stamping & Elec. Wks. .. 110
Niagara Falls Metal Stamping..... 101
Nicholson File Co. 27
Norcross & Sons, C. S. 111
Northern Bolt, Screw & Wire Co., Ltd. 101
Northland Ski Co. 127
Nova Scotia Steel & Coal Co. 101

Oak Tire Co. 125
Oakey & Sons, Ltd., John 111
O-Rib-O Mfg. Co. 93
Owen Sound Steel Press Works 126
Ottawa Paint Works, Ltd. ..... Inside back cover
Otterville Mfg. Co. 112
Owl Metal Co., Ltd. 114
Owen Sound Wire Fence Co., Ltd. 128

Parmenter, Bulloch & Co. 32
Peterborough Canoe Co. 128
Pink & Co., Thos. 36
Plymouth Cordage Co. 5
Prairie City Oil Co., Ltd. 93
Progressive Mfg. Co. 127

Ramsay & Son, A. 75
Reed & Coombs 128
Reed & Co., George W. 30
Reo Automotive Supply Mfg. Co. .. 124
Rice Lewis & Son, Ltd..... 1
Rideau Specialty Co. 128

St. Mary's Wood Specialty Co. 128
Sanderson Harold Co. 112
Sand Sons, J. 112
Schultz Mfg. Co., Ltd. 26
Shurly Co., T. F. 35
Simms & Co., T. S. 71
Simonds Canada Saw Co., Montreal 35
Sphinx Mfg. Co. 124
Stanley Rule & Level Co 8
Stanley Works, The 40
Stanwood Equipment Co. 117
Star Specialty Mfg. Co. 126
Star Mfg. Co. 126
Starrett Co., L. S. 12
Steel Trough & Machine Co. 37
Stephens & Co., G. F. 87
Still Mfg. Co., J. H. 35
Standard Paint Co. 93

Tallman Brass & Metal Co., Ltd. ... 124
Taylor-Forbes Co., Ltd. 36
Toronto Plate Glass Importing Co. 85
Trees & Co., Samuel 27
Trimont Mfg. Co. 26
Turner & Sons, J. J. 112

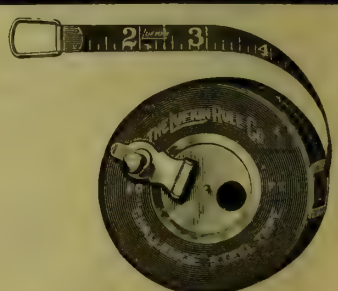
Union Iron & Metal Co. 26
United States Sand Paper Co. 36

Vaughan & Bushnell Co. 81
Vol-Peek Mfg. Co. 32

Ward & Payne 29
Warren Tool & Forge Co. 112
Wells Bros. Co. of Canada, Ltd. . 118
White & Colquhoun 18
Whittall Can Co., Ltd., A. R. 77
Wilder Pike Thermometer Co. 112
Wilkinson & Kompass 110
Wilckes-Martin-Wilckes 128
Wilkins Co., Geo. H 114
Western Hardware Co 18
Wilt Twist Drill Co of Canada, Ltd 7
Woods & Co., Walter 18
Wostenholm & Son, Geo. 21
Wrought Washer Co. 18

LUFKIN

MEASURING TAPES
ARE OF
SUPERIOR QUALITY
ACCURATE DURABLE



THEY HAVE *Instantaneous* READINGS
"Nubian" (dark) Finish Lines, Metal Lined Cases, etc.
MADE IN CANADA

The recognized standard for years in construction work, engineering and surveying.

Everybody knows the Brands—
"RELIABLE" "CHALLENGE" "RIVAL"

Carry the Tapes that sell.
Your jobber stocks them.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

"Paints and Varnishes for Every Purpose"

C

Is for Consumer Campaign that Boosts Sales for the Dealer

Sending the Consumer to The O.P.W. Dealer

O.P.W. advertising is reaching the consumer for you, and not only putting him in a receptive mood for O.P.W. goods, but bringing him to your counter.

With compelling advertising running in such mediums as "Farmers'" and "MacLean's Magazines," coupled with a strong, supporting campaign of posters and other outdoor mediums, the O.P.W. dealer is assured of strong stimulation of the normal demand — because scientific advertising means that more consumers learn more rapidly of the desirable qualities that have made O.P.W. products always the first choice of dealers and consumers.

Your Name and Address on a Postcard Will Start Prosperity

Ottawa Paint Works, Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

Frost Fence

The history of FROST FENCE is the story of a steady growth of confidence between the manufacturer, the dealer and the man who pays out his good money for its service. This is the "kernel" of the success of FROST FENCE.

The statement made in an advertisement or in a letter, or the argument of a salesman behind a counter would avail nothing if the quality of the article did not live up to that statement. We endeavor to put into FROST FENCE those good qualities which will please the man who actually uses it and which will enable FROST FENCE to render him long and faithful service. For FROST FENCE, after all, must fight its own battles.

We put our best into FROST FENCE not only to satisfy the user, but to help the dealer, by giving him something better to sell. Nor do we stop here. To have a successful business, the people upon whom the dealer depends for his trade must know about FROST FENCE if they have never used it. Our advertising policy is being shaped so that the user can learn about FROST FENCE more quickly, conveniently and completely, and so that the dealer can make more and more profitable sales.

FROST FENCE will draw many new and loyal customers to your store.

Frost Steel and Wire Co., Limited

Hamilton - Canada

EXPORT NUMBER

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII
No. 5

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA

JANUARY 31
1920

FILE COPY

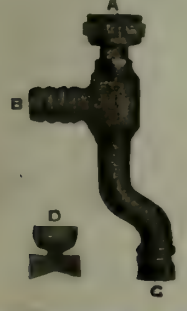
The Penberthy Washing Machine Drainer

appeals irresistibly to every housewife because it lightens labor.

No water to lift or carry. Simply fasten the Penberthy Drainer to the faucet and "Turn on the water."

It Will Empty or Fill the Tub.

MADE OF ALUMINUM
WILL NOT RUST
WILL LAST A LIFE TIME



Cut of Penberthy Drainer

The New Way Means Ease and Comfort
The Old Way Means Hard Work and Drudgery

PLACE YOUR ORDER WITH YOUR JOBBER. DO IT NOW!

MANUFACTURED BY

PENBERTHY INJECTOR CO., LIMITED

WINDSOR, ONT.

Makers of the world renowned Penberthy Injector and the "All quality lines" of Brass Valves, etc.

Every Dealer

who sells household appliances should place his order for these Drainers with his jobber at once.

A live dealer can sell one to every woman in his town.

ACT QUICK--

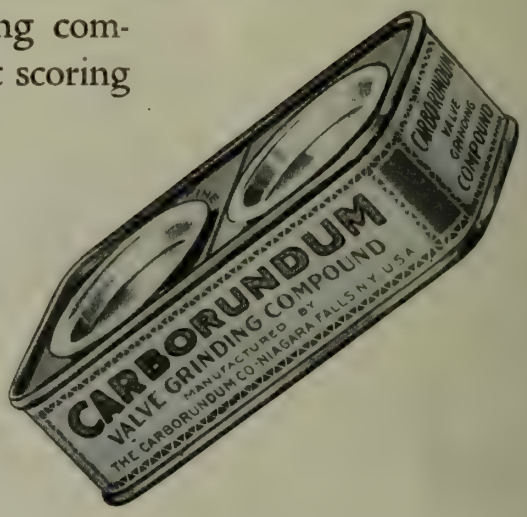
For the dealer who gets in first will get the biggest share of the sales

It's one of the livest and most profitable specialties on the market.

We will furnish on request free of charge attractive hangers for window display also extra circulars for distribution among your customers.

THEY WILL BE COMING TO YOU FOR CARBORUNDUM VALVE GRINDING COMPOUND

RIGHT now they are beginning to overhaul the engines of the autos, the motor boats and the tractors. About the first thing they do is to grind in the valves —a mighty important job that must be done with a quick, clean-cutting valve grinding compound that does its work without scoring —that leaves a true, tight valve.



Repairmen, garage men, owners will be coming to you for

CARBORUNDUM VALVE GRINDING COMPOUND

Stock it. Display it. Cash in on it.

THE CARBORUNDUM COMPANY, NIAGARA FALLS, N.Y.

HARDWARE AND METAL, January 31, 1920. Volume XXXII., No. 5. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

SAMSON

Samson quality is always the same. So that the appreciation of this brand in your community may never be lost to you.

The name SAMSON on Chopping Axes, Roofing, Tools, etc., must always uphold the honor of your word when you state that they are unbeatable.

The important part of the Samson service to you is—that you may always enjoy rapid turnover, sure profits and the satisfaction of holding your customers.

H. S. Howland Sons & Co.
Limited
TORONTO

HOWLANDS
SAMSON
QUALITY
H S HOWLAND SONS & CO LIMITED TORONTO

UNIVERSAL ALUMINUM WARE

UNIVERSAL Aluminum Ware is new in design—new in quality—concepts—new in sanitary features—new in selling possibilities.

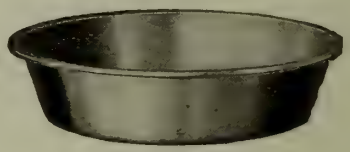
Every utensil a strictly quality product

A Few Features of Universal Betterness

Bodies of pots, pans and kettles are gracefully formed, seamless and leak-proof. No sharp angles, cracks or crevices to collect dirt, grease or grime.
Extra large, extra strong, close-fitting beads.
Handles doubly braced for double strength—made of cold rolled steel, heavily tinned.
Bails stand at any angle away from the heated vessel.
Ears with straight edges easy to keep clean—made of cold rolled steel.
Pure aluminum spouts welded to bodies.
Three sizes of knobs, a UNIVERSAL refinement, and having the white line of distinction.

UNIVERSAL
DEEP PIE PLATE
No. 5710

UNIVERSAL
CONVEX KETTLE
No. 156



UNIVERSAL
DAIRY PAN
No. 412.

UNIVERSAL
TEA KETTLE
No. 265

Every Utensil Bears the Stamp

The Trade Mark known

UNIVERSAL

in Every Home

UNIVERSAL
DOUBLE BOILER
No. 232

The stamp of satisfaction that has become so well-known to every housewife using one or more appliances bearing this trade mark.
UNIVERSAL Aluminum Ware is being nationally advertised. Your local customers will respond to the advertised betterness of UNIVERSAL utensils. They will ask for the goods. Don't let them ask in vain.
This line is backed by a merchandising policy as liberal and clean as the ware is sound.

Canadian Representative: A. MACFARLANE & CO., Montreal, Quebec

LANDERS, FRARY & CLARK

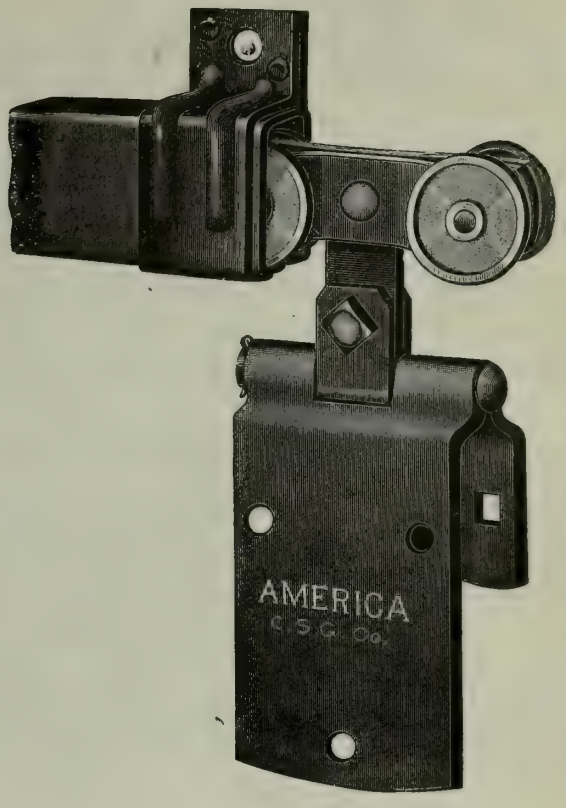
NEW BRITAIN **CONNECTICUT**

"America"
Trolley Hangers

The good features that make them

Canada's Best Sellers

explain their popularity abroad



Operate in the Famous Hatch Trolley Track

the only track supported by the famous corrugated track brackets. These exceptionally good brackets are bird and weather-proof and obviously much stronger and better than ordinary, plain track brackets.

Anti-Friction Forged Steel Yokes

tandem trucks, and hardened roller bearings are a few of the features that close sales for dealers. The apron is 6 in. long by 3¼ in. wide.

With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets.

Packed one pair in a box complete with Screws and Bolts.

Weight per dozen pairs, without Brackets, 95 pounds.

Canada Steel Goods Company
Limited

HAMILTON -:- -:- CANADA

Don't Try to Cut too Fast

Hack Saws, like men, can work only about so fast and be efficient.

Trying to cut the cost per cut by simply running the saw faster almost invariably results in just the opposite. Excess speed with a hack saw heats the blade and draws the temper. The likelihood of the teeth dragging on the return stroke is increased and if the teeth strike a soft spot in the work, and "dig in," they're almost sure to strip.

To cut down the cost of your hack saw work, select a good make of saw—most machinists prefer Starrett blades. Be sure that you are using the right blade for the particular work you have to do. Regulate your weight properly, flood the work with lubricant, and most of your troubles will vanish.

The Starrett Hack Saw Chart saves a lot of time and trouble wherever it is used. If you havn't a copy, your dealer will supply you or a copy will be mailed on request.

Ask for catalogue No. 21 "MA" also.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASSACHUSETTS

NEW YORK LONDON CHICAGO

42-16

Starrett Hack Saws

I·XL RAZORS

GEO. WOSTENHOLM & SON

SHEFFIELD ═══ ENGLAND

No retailer should now be without a display of I-XL cutlery.

Every article is fully guaranteed.

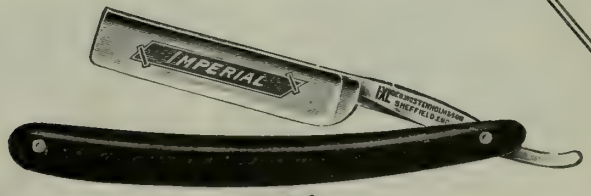
Build your reputation on a brand that speaks for itself. The only line of cutlery that is stocked by every leading hardware house from coast to coast.

I-XL cutlery creates satisfied customers, adds to the reputation of your business, and saves time in making sales.

Place your order now with your local jobber and make sure of being supplied for your spring requirements.

2000

1000



5001

Geo. Wostenholm and Son, of Sheffield, Eng., are now making substantial shipments of these three popular brands of Razors to all the leading jobbing houses in Canada.

Our modern methods of manufacture permit us to turn out the highest of quality and finish.

Only the finest grades of razor steel are used, and special attention is given the tempering, grinding and general workmanship by a selection of the most skilled mechanics in the world.

A. MACFARLANE AND COMPANY Ltd.

MONTREAL, QUEBEC

Sole Agents for Canada

The Lady in the Kitchen

She may buy the best groceries and the choicest cuts of meat, but unless she has a modern, up-to-date range with which to cook them the food will not be as nourishing as it ought to be.

She Needs a Souvenir Combination Range

One of the chief reasons why a Souvenir Combination Range is such a valuable acquisition to any household is the fact that it eliminates the worry and inconvenience of uncertain, promiscuous fuel supplies. The Souvenir Combination bakes and cooks with coal, coke, wood or gas. It can be changed from coal to gas without the aid of tools in one minute. Coal or gas may be used separately or at the same time.

The range is exceptionally well made, of cast iron, with removable nickel edges, glass oven door with thermometer, white porcelain enamel closet back, nickel plated plain base and legs, six holes for coal, three burners for gas.

Every Souvenir Combination Range is fully guaranteed, and you, as a dealer, should make it your business to see that all your customers are supplied with this exceptionally economical and trouble-saving range.

Write Us For Prices and Information

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives
Mr. F. C. Moore, 143½ Higgins Ave., Winnipeg. Mr. W. G. Chester, Hamilton St., Vancouver

WILT

HIGH SPEED AND CARBON TWIST DRILLS

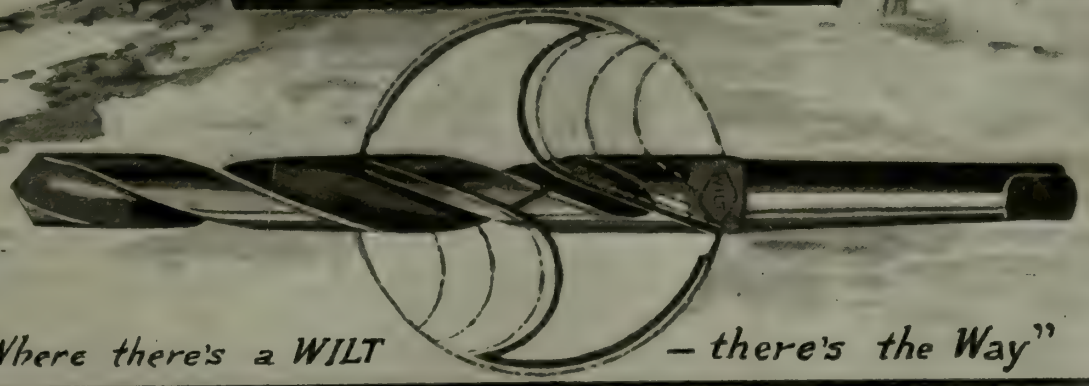
REAMERS AND MILLING CUTTERS

Quality First

A High Standard of perfection is maintained throughout the various processes of manufacturing **WILT High Speed and Carbon Twist Drills, Reamers and Milling Cutters. QUALITY FIRST** is the corner stone upon which all **WILT** products are built.

Wherever the name of **WILT** is known there the utmost in **Tool Efficiency** is realized. Good mechanics **Buy** the name, and progressive dealers **Know** of its great sales-creating value. Sell **WILT Products** for greater profits and more satisfied customers.

WILT TWIST DRILL COMPANY
OF CANADA, LTD. WALKERVILLE, ONT.
London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England.



"Where there's a WILT — there's the Way"

Certainty Defeats Possibility

There is nothing as costly as guessing. To guess that a certain tire will satisfy your customer is mighty expensive. Motorists once sold a poor tire by you will keep away from your store for a long, long time. Why then walk the "tight-rope" of uncertainty?

SELL

"Gutta Percha" Tires

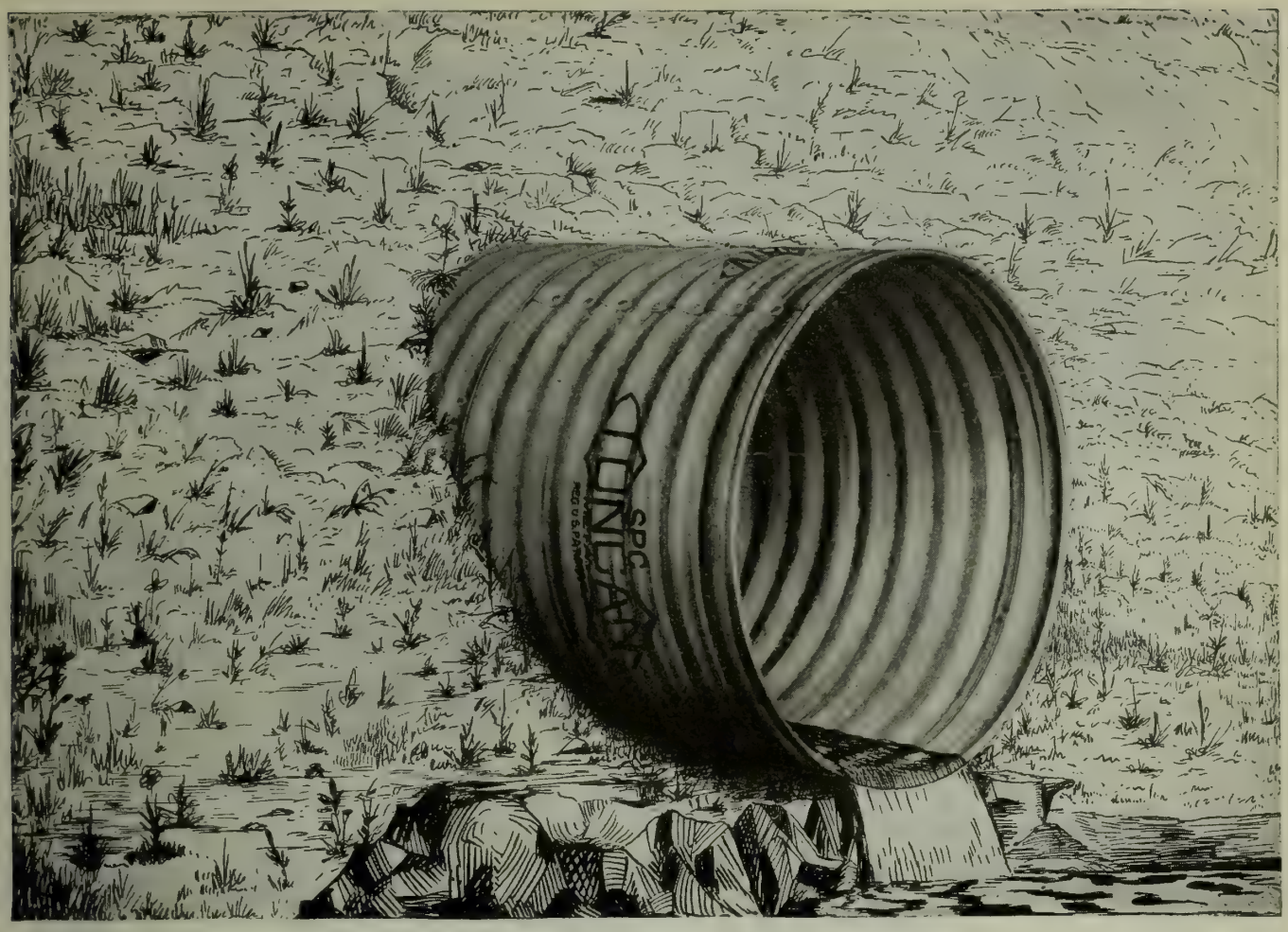
The logical thing to do is to sell only "The Tires that Give Satisfaction." Motorists will be glad to come to you for them and will recognize you as a friend. That's the feeling that will make your business a grand success. The performance of Gutta Percha Tires has compelled motorists to buy them. You will always hear a motorist mention that Gutta Percha Tires please him. Everything is summed up in the universal verdict "ENTIRELY SATISFACTORY."

"The Tires That Give Satisfaction"

Gutta Percha and Rubber, Limited

Head Offices and Factory: Toronto

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria



Durability in Corrugated Culverts

Pedlar's Perfect Toncan Metal Corrugated Culverts are easily transported and installed.

They possess strength sufficient for every Culvert service.

They cannot be injured by freezing, vibration, expansion or contraction.

The proven rust-resistance of Toncan Metal added to the other advantages makes them ideal for every Culvert service.

The Pedlar People Limited, Oshawa, Ont.

Branch Offices at Montreal, Ottawa, Toronto, Winnipeg, Vancouver

The Stark Rolling Mill Co., Canton, O., Sole Makers Toncan Metal

Our Sheet Metal Primer is a very readable description of the making of good sheet metal. Write for your copy today.

TONCAN METAL

Little Giant 2 Stock Set

Motor Screw Plates

With all signs pointing toward a record-breaking season for passenger cars, trucks and tractors the prospects are bright for a brisk season for maintenance and repair tools.

Little Giant

Combination Screw Plates in both U.S. and S.A.E. standard threads contain a good range of tap and die sizes. They give the best possible service. They secure thereby for their owners maximum results at a minimum expense.

Little Giant Automobile Screw Plate

There is a screw plate for every need listed in our new No. 40 Catalog. Make your selection in good season and be prepared for emergencies.

Automobile Set in Leather Roll

Wells Brothers Company of Canada, Ltd.

Galt - - Ontario

Canadian Plant of the Greenfield Tap and Die Corporation

Millers Falls Leaders

HERE are five leaders out of the many tools we make. Back in the beginning, these tools had a leadership that came from their being new inventions or improvements. And down through the years they have held this leadership from constant improvement in design and never-failing adherence to the Millers Falls standards of tool-making.

Advertising is making this leadership more conspicuous than ever. And no dealer can justify a tool department that doesn't include every one.

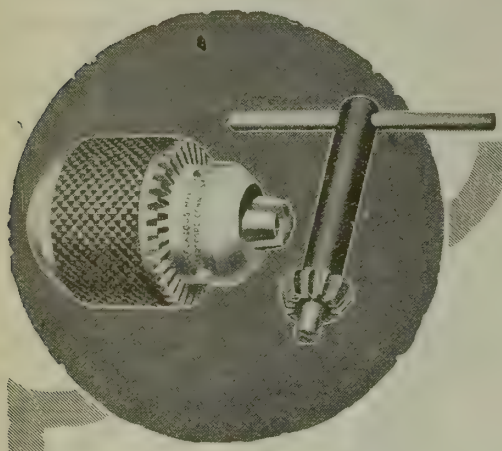
Show all these tools in your window and have your salesmen push them so that your store will benefit to the utmost by our national advertising. It is the one sure way to tool-selling success.

Millers Falls Company

"Toolmakers to the Master Mechanic"

MILLERS FALLS, MASS.

A Business Builder



The wise buyer favors those articles which will strengthen the reputation of his store. In adding Jacobs Chucks to your stock you are laying the foundation for a bigger business in mill supplies.

Drill users who have once tried Jacobs Chucks invariably return for more. Their firm grip, their ease of adjustment with the key and toothed sleeve, have made them the choice of mechanics the world over.

Dept. H.M.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

Williams' Superior Drop-Forged Clamps

CAST clamps may cost less, but they are not cheaper—first cost is not the only factor to be considered. No cast clamp can, or does, stand the constant strain of severe usage.

Williams' Clamps are all drop-forged and are then subjected to a refining heat-process which greatly increases their stiffness and strength. They are thoroughly dependable and render superior service under the hardest and most exacting conditions.

Williams' Lines of "C", Machinists' and Strap Clamps provide a wide range of sizes for all clamping service—"There's a Williams' Clamp for every purpose.

Machinists' Tools Booklet on request

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards Street - - - Brooklyn, New York

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, Alberta and British Columbia

Burgess-Norton Mfg. Co., B-N Geneva, Illinois, U. S. A.

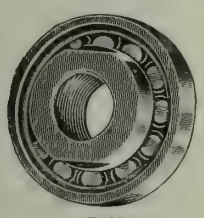
Automobile Accessories

A Wonderfully Quick Selling, Profitable Line

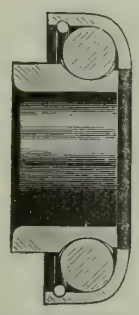
B-N Ford Radius Rods

sometimes called "Wishbones," are the best made rods on the market, because they are constructed of tapered tubing with drop-forged ends carefully machined and threaded. Perfect threads that mean freedom from trouble is one of the "reasons why" of that claim "best made on the market." The ends are correct length and finished; the rods are accurate in size and guaranteed in quality—quality that makes "Customer satisfaction." Finished in black enamel and weigh 7¼ lbs. each. Packed six in a bundle, or twenty-five in a crate or box, for export.

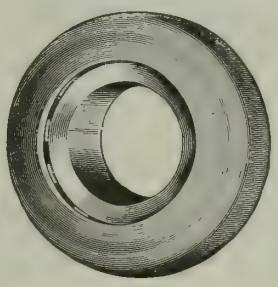
B-N Ford Radius Rod



B-N



Cross Section



B-N

B-N "Long Life" Front Wheel Bearings

$4.00 List
per set

B-N "Long Life" Front Wheel Bearings

are a brand new bearing at low cost for Fords and Chevrolets. Ordinary bearings break in running with loose adjustment, because cups and cones separate, the balls work out of the races, jam and break.

These parts in B-N Long Life Bearings are constructed so they cannot break. Examine the illustration and you will see why they have a ready sale and give satisfaction to your customers.

B-N Front Hub Set (Assembled)

B-N Ford and Chevrolet Parts

consist of Hubs, Small Ball Retainer, Large Ball Retainer, Lock Washer, Small Ball Race, Large Ball Race, the new style Small Deep Ball Race, Stationary Cone, Right and Left Adjustment Cones. The illustration shows the general arrangement or assembly of the parts in a front hub.

All B-N accessories are widely known and *trade-marked* — your customer knows where he got "the satisfaction" and comes back to your store.

To Jobbers

Investigate our special offer that helps meet the high duty. In certain cases we pay part exchange on cheques. Write us for details and samples.

Burgess-Norton Manufacturing Co.

Geneva, Ill., U.S.A.

Burgess-Norton Mfg. Co., B-N Geneva, Illinois, U. S. A.

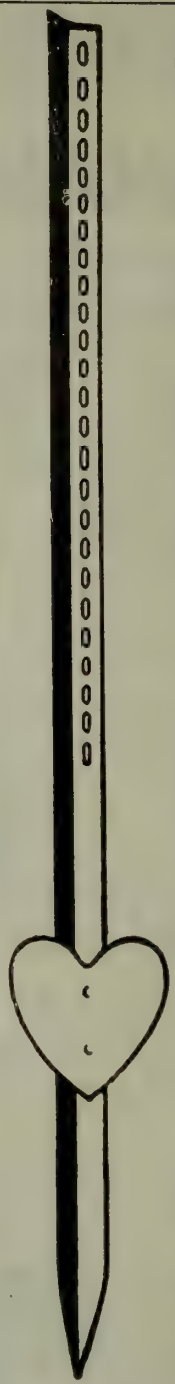
Speed Up
Your Harness Sales

The price of leather is unusually high and your customers will demand a reliable and well-known brand of harness for their money. Too many disappointments have been theirs with unbranded harness. Imperial Brand Harness has for many years been recognized as the utmost in reliability. Show your customer Imperial Brand and see how quickly the sale is made.

Sell Imperial Brand Harness

You'll increase your sales materially if you sell this known and favored brand. It is guaranteed free from all defects in material or workmanship. Prices are settled once more so lose no time in ordering your supply.

Samuel Trees & Co.
Limited
42 Wellington St. E. TORONTO



They'll Sell Well and They'll Pay a Good Profit

We offer the Hardware Trade an opportunity of adding a new line on which good money may be made—our Steel Fence Posts have many evident advantages—and our list prices for them are in most localities such that they can easily be sold in competition with Cedar Posts.

Besides, we can furnish you with plenty of arguments whereby it may be shown conclusively that the Cedar Post is as much of a "back number" as a snake-fence.

There's a good dealer discount on

PRESTON Steel Posts

you can make satisfactory profit on every sale—and the sales will be easily made and numerous.

Your customers will not be able to resist these features:

1. **Easy to drive**—which means a great saving over cedar posts, in cost of installation.
2. **Never rot, break, burn or buckle**—therefore, economical as to cost of upkeep—cheapest of all posts in the long run.
3. **Lightning proof**—because the steel "grounds" the wire—therefore, safest for stock.
4. **Neat in appearance** — and never out of alignment—adding greatly to the value of property.

Write for particulars and prices; and we will explain how this can be made one of the most profitable lines in your store.

Metal Shingle & Siding Co.
LIMITED
PRESTON TORONTO SASKATOON
WINNIPEG MONTREAL CALGARY

GILBERT TOYS

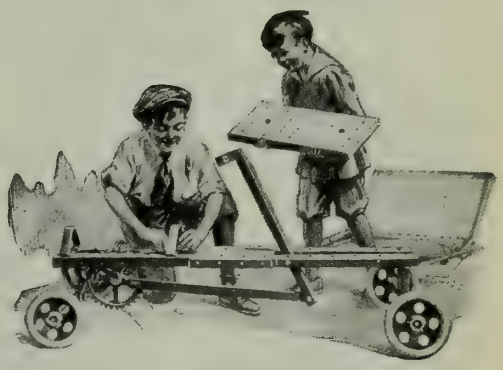
Made-in-Canada

Get rich before Christmas — These are Summer lines

Wheel Toy 9004 retails at $ 9.00
" " 9006 " " 15.00
" " 9007 " " 22.50

Gilbert's New Wheel Toy

A boy can make his own Scooter, Wheelbarrow, Geared Racer, Dog Cart, etc.



These boys are making a geared Racer with the $15.00 set, No. 9006

It is wonderful fun and a Real Education

Have You Noticed Our Wireless Set --- Advertising

We carry a full line of Wireless Sets from $7.50 retail to $97.50 retail. *It is a line worth while!*

This is our 4009 Wireless (retail $27.00)

The Gilbert list is as follows:

ERECTOR REG U S PAT. OFF. — Electrical Sets — Engineering — Surveying—Weather Bureau—Civil Engineering—Phono Sets—Wheel Toys—Chemistry — Tele-Sets — Wireless — Soldering—Airkraft — Tanks — Toy Motors—Tool Chests — Magic—Puzzles—Mechanical Toys — Machine Guns—Bell Toys, etc.

Write for our Canadian proposition NOW.

The A. C. Gilbert-Menzies Co., Ltd., 439 King St. W. TORONTO

Mfrs. of Gilbert's Toys -- Agents Gilbert's Polar Cub Fans -- Vibrators and Motors

Time to Order
FREEZERS

All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible —their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

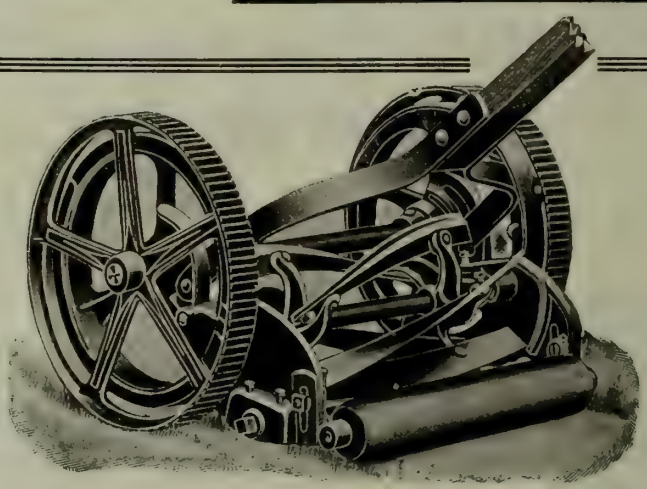
The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

Write for prices and details NOW



We anticipate a big demand

It's a wise precaution to order mowers—Now

and when you stock up with T.-F. quality you can anticipate quick sales — always dependable. They have stood the test for 40 years—none but the highest grade of workmanship and quality of material used. We make a specialty of this line and guarantee our product. Identify yourself with quality by stocking the line of mowers that are well and favorably known as—

"ADANAC" "WOODYATT" "STAR" "EMPRESS" FAMOUS NAMES.

Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.

H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

a worth while
jobbing line—

Stanley Process
BABBITTS *and*
SOLDERS

made of
prime, virgin metals
scientifically alloyed
—high grades
only.

BRITISH SMELTING & REFINING CO. LIMITED

BABBITTS
SOLDERS
PHOSPHOR TIN
PHOSPHOR COPPER
ETC.
LEAD, COPPER, TIN,
SPELTER, ALUMINUM,
& OTHER METALS

BRITISH SMELTING & REFINING Co. LIMITED.
DRUMMOND BUILDING MONTREAL

Davidson Bread and Cake Boxes

Make Splendid Sales Displays

Here are handsome bread and cake boxes—singly or in combination. A combination set is shown.

These are most attractively japanned in French Grey and White with roller cover. The titles are neatly lettered in gilt.

Altogether a very handsome line in addition to their self-evident utility. Show them and they sell.

The Thomas Davidson Mfg. Company, Limited

Winnipeg Montreal Toronto

FIVE WORKS---OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

Specialists in the manufacture of

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.

"UBEL" SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

Representatives for Canada (East of Alberta)
W. H. CUNNINGHAM & CO., 183 Church St., Toronto
For British Columbia and Alberta
W. MASON ROOKE, M.I.M.E., 613 Dominion Bldg., Vancouver, B.C.

BROOMS

Our

Canada No. 3

fills the bill

Not too heavy, not too light

Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best $9.00 Broom

We know how to make.

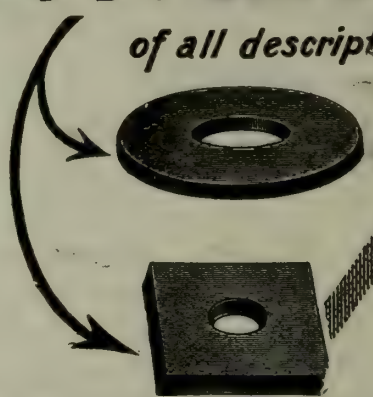
ORDER NOW.

WALTER WOODS & CO.

Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square
Plain or
Galvanized

Annealed
Rivet Burrs,
Felloe Plates,
Sheared and
Punched Plates.
Malleable Washers
and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company

Milwaukee, Wis.

An Injector that You'll be Proud to Sell—

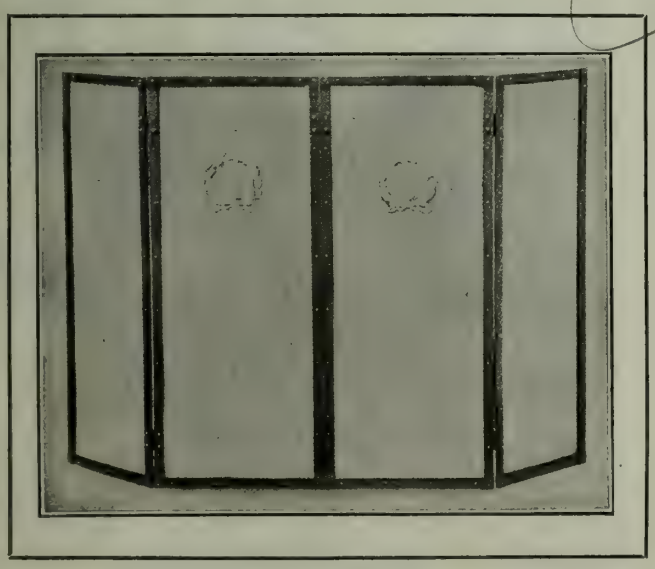
Morrison

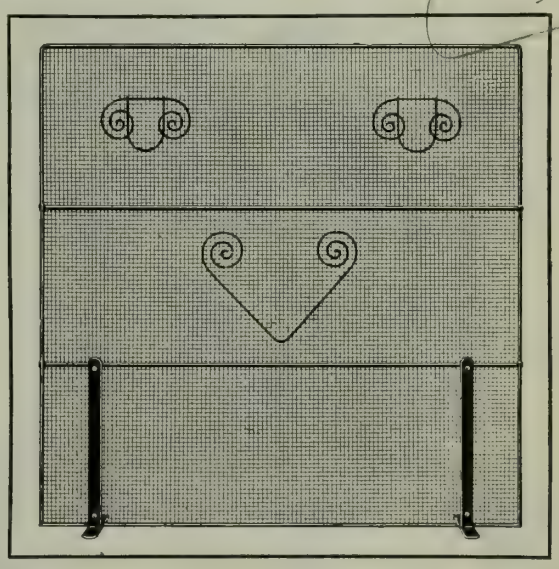
Beside being a well-known and ready seller, this efficient injector insures satisfied customers.

Injectors that offer 40 pounds more field. A reliable, trustworthy injector that sells as well as it operates. Morrison High Pressure Injectors operate successfully on 20 lbs. low to 220 lbs. high steam pressure, from 4 to 300 horse-power, and are made in sizes from ⅜ inch to 2 inch.

Supreme in the mechanical field, it is one of a successfully selling line of products that you can sell with confidence and profit.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, Toronto, Ontario





Spark Guards and Fire-place Screens.
Special sizes and shapes made to order.
Wire Work of all kinds.

C. H. JOHNSON & SONS, LIMITED
WIRE WORKS, ST. HENRY, MONTREAL

The World's Largest Selling Child's Vehicle

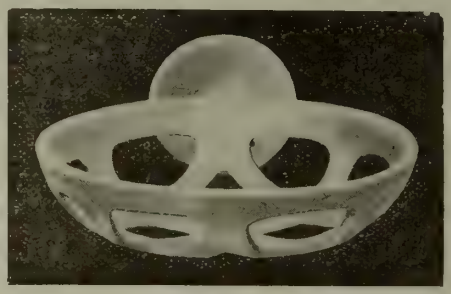
A Year Round Staple

Kiddie-Kar is no novelty or toy to sell in some brief season. Kiddie-Kar sells all the year round for either girls or boys for use indoors or out. It knows no season.

Well made. Well known. Well advertised. It pleases both children and parents. Dealers find it a quick-selling, profitable line—a business-builder.

Canadian K. K. Co., Limited
Elora Ontario Canada

Sno-Wite
Enameled Fixtures



C87. Soap Dish

Genuine Vitreous Enamel

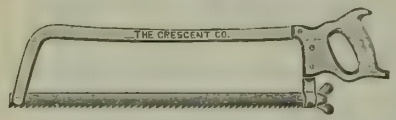
White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

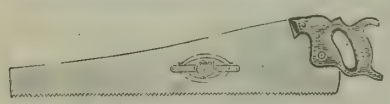
It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

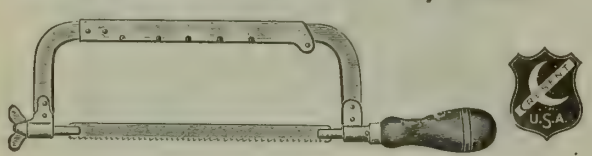
American Enamel Products Co.
CHICAGO, U.S.A.
Ask Your Jobber

"Crescent"
Salable, Dependable, Profitable





Quick Selling Small Tools, Hack Saws, Frames and Hardware Specialties



A line of tools that attracts favorable attention from customers at once. When used they give service that convinces and holds the customer and assures you his future business.

For profit, for turnover, for success, sell the "Crescent" Line.

At Your Jobbers

Campbell Agencies
Toronto, Canada
The Crescent Company, Meriden, Conn.

TRADE YALE MARK

Half sold before delivery

THE merchant handling Yale products knows that his stock is half sold before delivery.

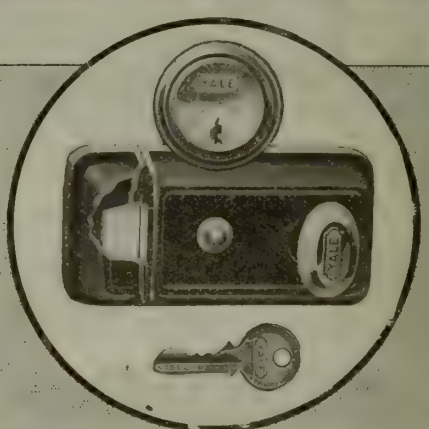
Extensive advertising keeps "Yale" continuously before his customers, creating constant demand and quick, easy sales.

And the customer *knows* he will be satisfied when he sees the trade-mark on the product.

Yale Night Latches, Padlocks, Door Closers and Builders' Hardware are made at our factory in St. Catharines, Ontario.

"The trade-mark Yale helps make the sale."

Canadian Yale & Towne Limited



VOL-PEEK

15 cents

A Fast Seller with Big Profits

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to

N. NAGLE & Co.

BOX 2024, MONTREAL, CANADA
(Owning and operating Vol-Peek Mfg. Co.)

COSTS ONLY ½c FOR EACH MEND

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Limited

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

Files That Your Customers Ask For

Aren't they the most profitable kind of files for you to stock?

Practical men ask for Famous Five Files because these have proven their worth by long usage and have become the standard.

If you offer Famous Five Files, your customers will not hesitate.

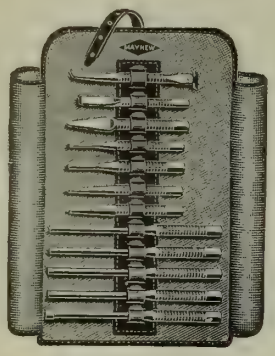
We keep large reserves of Famous Five Files. You can order from your jobber at any time and be sure of prompt shipment.

The Famous Five are :

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

A More Complete Auto Kit



No. 501 Auto Kit

Motorists and Garage men are looking for a more complete kit. Mayhew #501 Auto Kit fills the demand. Twelve Mayhew-Quality tools in a neat roll.

Only the toughest tool steel goes into these hand-forged, electrically-tempered tools. The patented knurled grips give a firm hand hold that will not slip. Carefully tested and fully guaranteed.

MAYHEW MADE TOOLS ARE RIGHT

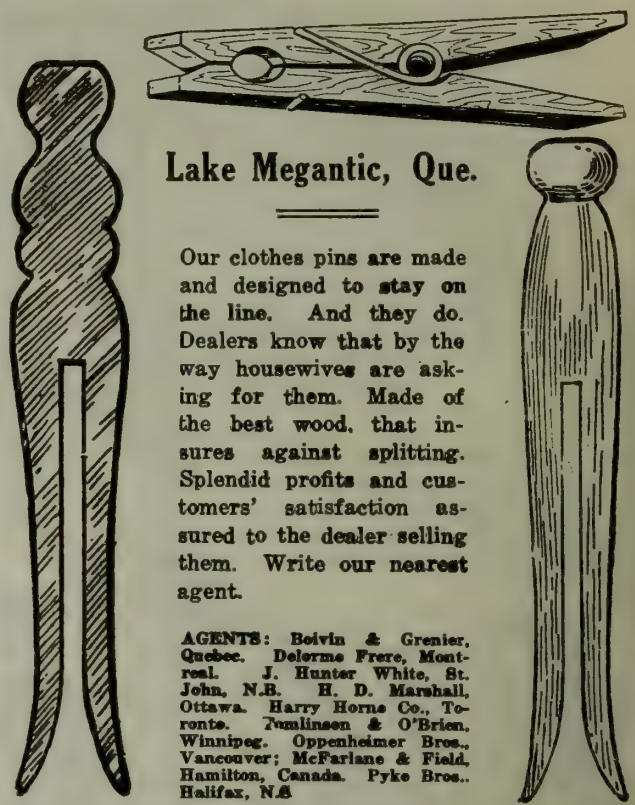
"Every Blow of the Hammer Refines the Steel"

Your customers cannot fail to recognize Mayhew Quality. Once they have used a Mayhew tool they will ask for other Mayhew models.

MAYHEW STEEL PRODUCTS, Inc., 291 Broadway, New York City
CAMPBELL AGENCIES, McKinnon Building, Toronto, Canada

The Megantic Broom Mfg. Co., Ltd

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA

LIBERTY WASHER

Some Dealers Are Getting This Business

How About You?

Domestic help is almost impossible to get and people are literally forced to buy a washing machine these days. There is only one washer that combines dependability and price

THE LIBERTY

From the white cedar tub (without any metal touching the clothes) to the four position wringer it is a winner. Your customers will be delighted with the many refinements of the Liberty. Others are making good money on the Liberty. How about YOU?

Write us to-day for our Dealer Proposition.

A. R. LUNDY

257 King St. W. **TORONTO**

Ash Sifting Season

Every Part a Selling Point

sure to impress customers. The iron rod reinforcing the top of can; the hinged trap; the convenient hopper, with rod for loosening ashes; braced cylinder; the strengthening corrugations of the body; the heavy iron band round bottom, and general superiority of design. Convenient, clean and dustless.

J. Samuels

275 Queen St., W. Toronto

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

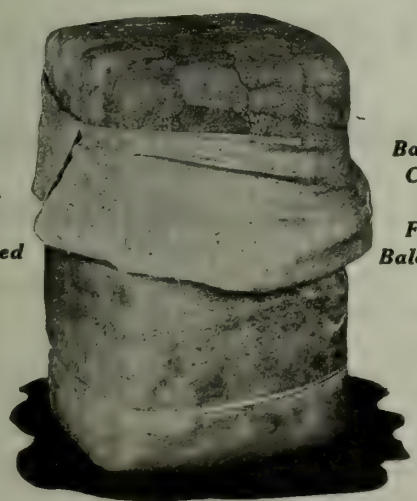
Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited

St. Catharines
Ontario

SPONGES

(British and West Indian)



Highest Quality Unbleached

Bahama Cuban and Florida Bale Goods

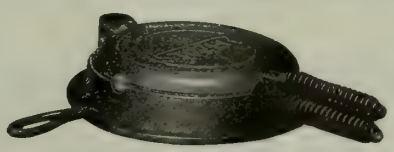
We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

Evans & Co., Limited

(Importers and Exporters)
Head Office and Warehouse
247 St. Paul St. West, Montreal.
Toronto Office 8-10 Wellington St. East, Toronto, Ont.

You Will Sell More Waffle Irons

If You Sell the Stover



Look at this cross-section of Waffle Iron Plates. It shows how uniform the STOVER makes waffles.

You will satisfy your customers and increase the popularity of waffle baking by selling this iron. They are made with wood or wire handles, high or low bases, and round or square shapes. Send for our special waffle iron circular.
Then you need our R-19 catalog. We also make windmills, feedmills and gasoline engines.

Mop Sticks	Door Pulls and Latches
Meat Broilers	Coat and Harness Hooks
Lamp Brackets	Hammers and Hatchets
Quilt Frame Clamps	Cast Pliers
Mincing Knives	Saw Vises
Pulleys of all kinds	Screen Door Hinges
Stove Pipe Dampers	Lifters and Pokers

And a general line of fireplace fixtures.

Stover Mfg. & Eng. Co.

709 East St.
FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

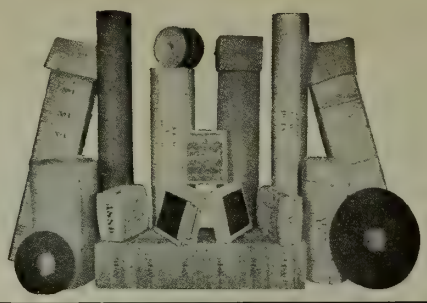
USE THIS COUPON
Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
Name .....
Business .....
Address .....

REED'S
ECONOMY ROTARY
ASH SIFTER

Made Better so as to Sell Better

DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

Geo. W. Reed & Co., Limited
37 St. Antoine Street, Montreal



Our wide and varied experience in successful manufacturing enables us to offer you a line of extraordinary saleable products. We make—

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

A complete stock of these lines will enable you to better serve your customers. Send us a postal for full particulars and prices.

Canadian Sales Representatives:

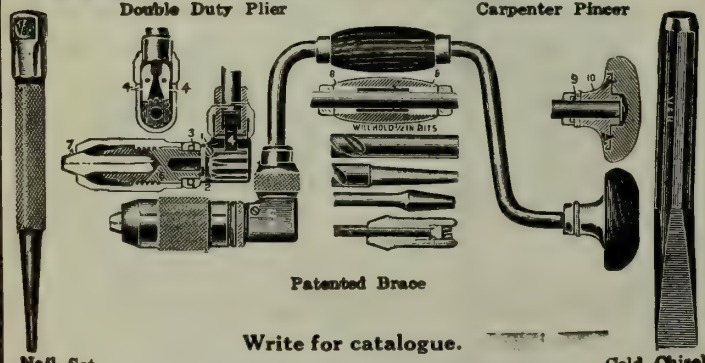
A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

V & B TOOLS
Individually Tempered and Tested

Bell Face Nail Hammer — Ball Pein Hammer

Double Duty Plier — Carpenter Pincer



Patented Brace

Nail Set — Cold Chisel

Write for catalogue.

VAUGHAN & BUSHNELL MFG. CO.
Makers of Fine Tools
2114 Carroll Ave., Chicago
Represented by
ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal.

Preliminary Announcement

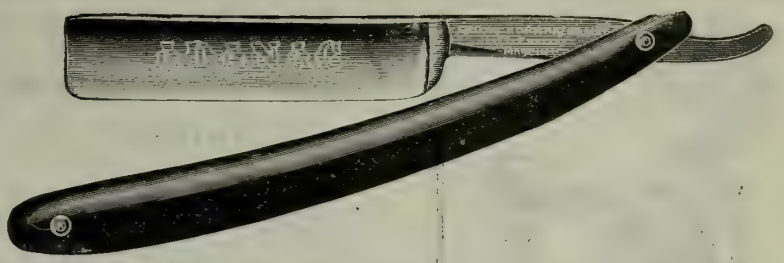
Baines & David, Limited
Iron and Steel Merchants

announce that they are carrying on, without interruption, in the same premises formerly occupied by Baines & Peckover, 98-116 Esplanade Street East, and warehouses at Eastern Harbor Terminals.

Note new telephone number, Adelaide 6540. Private exchange lines.

BAINES & DAVID
LIMITED
98-116 Esplanade E., Toronto, Ont.

G. W. Korn's Razors Have the Edge



on all other razors through their quality to give a better shave at all times.
It's the quality—inborn through constant years of knowledge-building experience, and familiarity with the requirements of discriminating buyers.
You can't overstep, nor overstock, on G. W. Korn's Razors. Purchasers are ever on the alert for a razor of appearance, and shaving abilities.
We offer a large, profit-pulling assortment, which is pictured to advantage in our catalogue. **Write for it.**

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.
Canada Office: 140 McGill Street, Montreal

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METAL HENS

READY FOR DISTRIBUTION TO THE TRADE

Wide-awake Hardwaremen are getting into this popular line. Show them in your store and enjoy results.

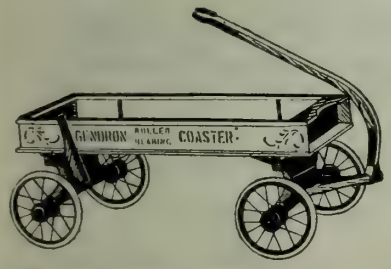
WHITES, LIMITED - - Collingwood
KENNEDY HARDWARE CO. - Toronto
HOBBS HARDWARE CO. - - London

OR

COLLINS MFG. CO., 331 Symington Ave., TORONTO

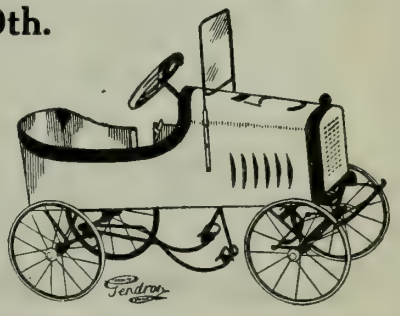
The Gendron Mfg. Co., Ltd., will exhibit at Hamilton, Ont.

Booth No. 46, Oddfellows Temple, Feb. 17th to 20th.



Lines Comprise

Roller Bearing Coaster Wagons,
Children's Automobiles,
Velocipedes, Toy Goods,
Bathroom Fittings, Etc.



OUR TRAVELLERS IN ATTENDANCE

The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

Hardware and Metal's Audited Circulation

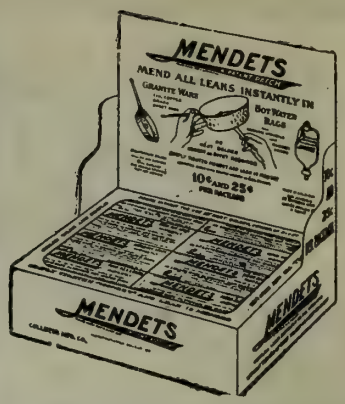
There is no secret about HARDWARE AND METAL'S circulation. It is audited by the A.B.C. —the best authority in the world—and above all, the paper is read by practically every worthwhile hardware buyer in Canada. There is no waste circulation in HARDWARE AND METAL. It is the paper to use if you have a message for the Canadian hardware trade. HARDWARE AND METAL carries more business than any other trade paper in Canada, and is read more closely than any other paper. HARDWARE AND METAL will carry your message to the hardware trade of Canada.

HARDWARE & METAL

Canada's National Hardware Weekly

Montreal Toronto Winnipeg

MENDETS
A PATENT PATCH
Millions of Boxes Sold
They Sell Themselves
Collette Mfg. Company
Collingwood, Ont.
Your jobber has them



"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

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MANUFACTURERS OF

GLUES

Flake, Ground or Sheet

Importers of

POTATO STARCH
CORN DEXTRINE

Your inquires solicited, giving name of your wholesale dealer

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WROUGHT PIPE

BLACK and GALVANIZED
SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT ***Brand of WroughtPipe***

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL
Works: Lachine, Can.

NOW READY

TO QUOTE on your early 1920 requirements of auto supplies.

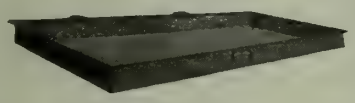
We invite your correspondence.

THE RENAUD MOTOR SUPPLY CO.

MONTREAL, CANADA

Welded Steel Sap Pans

Make Syrup with the Maple taste



Owing to the high price of Maple Evaporators you will find our welded Sap Pans ready sellers.
Our Sap Pans are welded throughout practically a one-piece pan; as there is no solder used it will not leak no matter how much it burns if it boils dry. Finished around top with heavy angle steel, strong and durable.

Send for Maple Evaporator Booklet.

The Steel Trough & Machine Co., Ltd.
Tweed, Ontario, Canada

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.

MADE IN CANADA

Blacksmith's Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

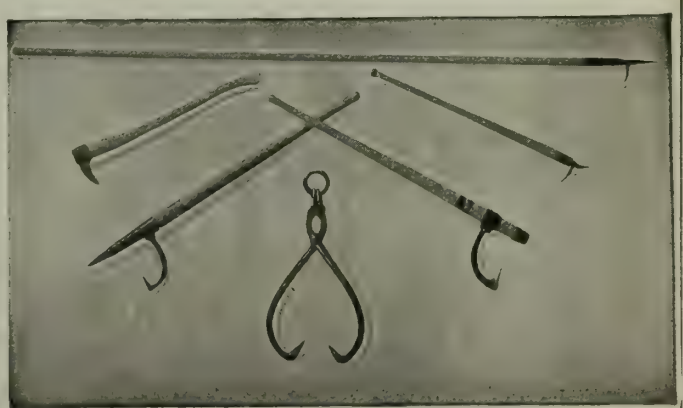
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



We're "Bulls" *on* Canada

PROSPERITY, rising stock values and a vast amount of "Loose" money,—all these have led to the biggest year of speculation Canada has known—1919. The trading in Montreal exceeded all previous records, and "Everybody's doing it." Stenographers and bank messengers are making a few dollars; financiers and plungers are making their millions. And, don't you forget it, many are losing, too.

In this leading article in the February 1st MACLEAN'S the mania for "taking a chance" is discussed and R. Laird Briscoe tells why there are not many losers—yet. Two men have made $6,600,000—this article tells how simply it's done. One typist bought a $2000 car with a $100 bill. It's really very simple when you know how—**IF** you guess right.

J. K. Munro Says:

THERE will be an election before Fall—it's among the probabilities. Sir Robert Borden took the Premiership with him to South Africa. What will he do with it when he returns? Why didn't he nominate a successor before he left? Why could Sir Thomas White have the job if he wanted it, and why wouldn't he make a good leader to go to the country?

These and other questions are discussed and answered in Mr. Munro's snappy, vigorous, pithy style.

Balking the Bolsheviks

A CANADIAN woman had some extraordinary adventures in Roumania with the Bolsheviks. She is Mme. Pantazzi, and was Miss Ethel Greening, of Toronto. She tells how she and her husband escaped death's door by the narrowest of margins—not once but several times. Incidentally, she tells more of the wonderful adventures of that Admirable Crichton of cosmopolitan free-lances, "Klondyke" Boyle—also Canadian as MacLean's readers know.

Flaherty of Belcher Island

THIS is where the natives wear duck feather kimonas, in a part of Canada which even the geologists and explorers didn't know existed until a few years ago. Of course, you would expect the discoverer to be an Irishman—and in February 1 MACLEAN'S you can read how Flaherty found his island, and what he discovered there—the richest iron ore deposit in the world, but—can it be transported to market?

Other Features are:

"Breed," by Archie P. McKishnie.
"The Thread of Flame," the Basil King serial.
"His Majesty's Well-Beloved," the concluding instalment of the Orczy serial.
"Canada Has a Movie Future," by Allan Dwan.
"Spanish Doubloons," more of Camilla Kenyon's rollicking adventure story.
"Mr. Phipps of the 'Old Firm'," by A. Appleby Terrill.

MACLEAN'S is issued Twice-A-Month

starting with this issue. An important point to remember. If you want to keep up with things **nationally Canadian,** you'll have to get the MACLEAN'S Twice-A-Month habit.

Over 350,000 Canadians Read

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

February 1st Issue *Now on Sale At All News Dealers* ***20c.***

Made in Canada

"FLEXO"

Made by Canadians

BACK—TO—NATURE SKATE

Can be used on any shoe, because there is no strain on the heel.

Is stronger than the old-time skate, because it "Flexes" where they break.

The "Flexo" Skate is the only flexible skate in the world. If you can walk you can skate with "Flexo" Skates. The "Flexo" Skate is made in three models.

Model "A"—Made of Polished High Grade Steel throughout.

Model "B"—Made of Nickel-Plated High Grade Steel throughout.

Model "C"—Made of High Carbon Steel Nickel-Plated Blades, Aluminum Tops (specially designed) which ensures the maximum of strength with the minimum of weight.

The "Flexo" Skate was invented by a practical skater and thoroughly tested by experts. Owing to a great demand for these skates a large number of orders have been unavoidably held over. These orders will be filled as soon as circumstances permit.

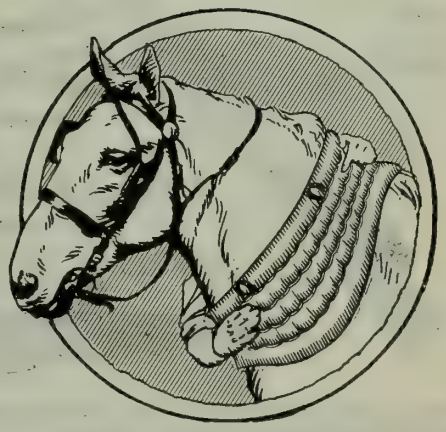
Our representatives will be calling on the hardware trade throughout Canada in the near future.

To assure yourself of a supply of "Flexo" Skates for next season place your orders with our salesmen or write

THE CANADIAN FLEXIBLE SKATE CO., LTD., 376 Spadina Ave., TORONTO, ONT.

The "Why" of Collar Pads

and the reason you should stock this particular brand.



A horse's shoulder, plump and tender in the early Spring, soon develops hollows after heavy work in the field. The neck becomes too small for the collar and unless proper padding is provided, a bruised and galled condition is bound to result.

Rather than risk such a condition, with consequent laying-up of horses and the money loss that results from delayed plowing, wise farmers provide their horses with

TAPATCO GLOVES

Our varied and complete line includes styles that cover all your customers' requirements in the way of work gloves.

STYLES.—Gauntlet, Knit Wrist, and Band Top.

WEIGHTS.—Heavy, Medium and light. Also Leather Tip, Leather Faced Gloves; Jersey Gloves and Mitts in Tan, Slate or Oxford.

TAPATCO
REGISTERED TRADE MARK
BRAND

COLLAR PADS

They make the collar fit so well that it will not rub or bruise the skin.

A feature of the Tapatco Pad, which every user appreciates, is our Patented Hook Attachment (Patented in U.S. Dec. 1st, 1914—Patented in Canada April 6, 1915). A wire staple, reinforced by felt washer, firmly grips hook to body of pad, so that it remains secure even when the cover itself has been weakened by sweat and long use.

Our advertising is creating new buyers for the line every week—buyers who will get their pads from **you** if you stock the line.

THE AMERICAN PAD & TEXTILE CO. CHATHAM, ONT.

OUR COLORED GRADES
1B, 1A, 7, 1, 5,

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

Canada Wire and Iron Goods Co.

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens, Wire Rope and Fittings.

Hamilton - - Canada

R-ME and NA-V Polishes
(WATERPROOF)

A polish for use on automobiles, furniture, pianos and all artistic woodwork, where a perfect finish is required. Our polish will not turn blue, nor will water wash it off, it will retain its gloss, and with a small can, a large surface can be polished.

To enterprising dealers we are prepared to offer special terms. Exclusive territory. And advertise for him in his district.

Write us for full particulars, which will be gladly given.

A sample will be sent you for your careful and scrutinizing test.

ARMY & NAVY MFG. PRODUCTS REG'D
26 Jurors St., Montreal

CRANE MALLEABLE FITTINGS

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST. PATRICK ST
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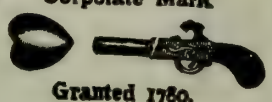
BRANCHES: Vancouver, Calgary, Winnipeg, Toronto.

For sale by Leading Wholesale Houses.

Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY

Cow and Calf Weaner

Impresses Every Stock Owner

KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

Imperial Bit & Snap Company, Racine, Wis.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

NOTICE TO THE TRADE
FOR 6 MOS.
MAY JUNE JULY AUG. SEPT. OCT.

You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
NATIONAL STAMPING & ELECTRIC WORKS
CHICAGO, U.S.A.

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

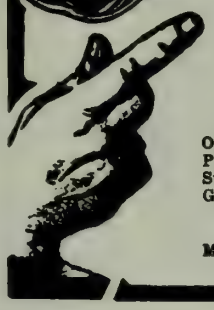
Prices on Application. *Immediate Shipment.*

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

GERMANTOWN

LAMPBLACK



THE L. MARTIN CO.

HEADQUARTERS FOR

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IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

HARDWARE & METAL'S unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

Our Step-Ladder Chairs are Winners

Also Step-ladders, Ironing Boards, Curtain Stretchers, Hercules Wire Stretchers, Reversible Drip Tub-stands, Clothes-bars, Eureka Post Hole Diggers, Malleable Iron Tank or Silo Lugs and Well Points.

Prompt attention given your enquiries.

Otterville Mfg. Co., Limited

OTTERVILLE, ONT.

The Shingle Stain

Soligum

WOOD PRESERVATIVE & STAIN

Made by Major & Co. Hull, Eng.

Prices on application

Send For Agents' Terms

Distributors:

STURGEONS LIMITED

TORONTO

FOR SALE EVERYWHERE

Manufactured by

J. J. TURNER & SONS, LIMITED, Peterborough, Ont.

ENAMELED-SCALE THERMOMETERS

Easy-Reading, Wood Back, Japanned Tin Case, Artistic Barometers

Big Demand *Good Profit*

Ask Your Jobber

THE LARGE-PIKE THERMOMETER CO.

TROY, N.Y., U.S.A.

Wood Cold Air Faces

Cheaper and Stronger than Iron ones.

Neat and Sanitary.

Made with oblong mesh.

Write for new price list and order some samples.

A. H. Power Furnace Co., 1-3 Hayden St., Toronto

Sold the World Over

The Gillette Safety Razor is not only a best seller in Canada, the United States, the British Isles and France, but dealers in Australia, S. America, Japan, India, Egypt and Holland are enthusiastic about the Gillette as a source of profit.

Whether your trade is in Canada or at the ends of the earth, the Montreal factory can meet your needs and give you real export service. The Gillette Safety Razor is always packed right for long or short hauls.

For prices and information address The Gillette Safety Razor Co. of Canada, Limited, St. Alexander St., Montreal, Canada.

The Gillette Diamond Trademark is the sign of "No Stropping—No Honing." Known the world over.

The phrase "No Stropping—No Honing" signifies the application of science to razor blade making, and brands the blade as the highest type of shaving edge ever developed.

Gillette

Safety Razor

MADE IN CANADA

TRADE Gillette MARK

KNOWN THE WORLD OVER

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, JANUARY 31, 1920 No. 5

CONTENTS

Thev Sell Because They Make Good 35
Moratorium Likely May Be Discontinued 36
Store Strategy Speeds Sales 37-40
Mr. Trowern's Reply to Mr. Beckett 41
Get Away From the Business Grind 42
Ontario Convention Program 43
Editorial Comment 44-45
Events in the Trade 46-49
The Clerks' Department 50-51
New Hardware Goods 52
The Markets at a Glance 53
Weekly Hardware Markets 53-61
Weekly Paint and Varnish Department 62-68
Preparation is Important 62-64
There May be Enough Glass to Go Around 66
Weekly Paint Markets 68

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Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

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SHEET ZINC
ZINC SPELTER

We are in a position to handle these lines to advantage for export to Europe or South America.

A.C. Leslie & Co., Limited
560 St. Paul St. West
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JOHN LYSAGHT
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BRISTOL and NEWPORT, England

Manufacturers of

BLACK SHEETS
GALVANIZED SHEETS
ELECTRICAL SHEETS
POLISHED SHEETS
WIRE NETTING, Etc.

Canadian Sales Agents:

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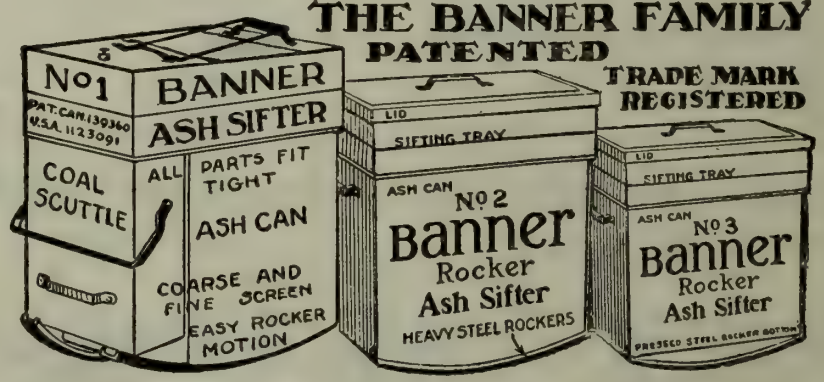


Mr. Hardware Dealer:—

Are you sure that the ash sifter you recommend is all you claim? We would like you to study the **Banner Ash Sifters** as well as other styles so that you can recommend the best. As for our part, we have no doubt about the **Banner Ash Sifters** being better then others. Still we do not want you to **take our word.** We want the **Banner Ash Sifters** to rise or fall on **their merits.** If the increased sales are any criterion to go by, the results have been **very gratifying.**

The No. 1 we claim **cannot be beat.** Look at the **closed scuttle, tight-fitting joints, coarse and fine screen, convenient height, easy rocker motion, etc.** The others have the same features, excepting the double screens and closed scuttle. You can recommend any one of the three. Our idea of the No. 3 is to supply an A1 sifter to those that think or imagine that they cannot afford one of the larger sizes.

We advise ordering early, for should material continue to be scarce we will have a hard time to supply the demand. Order from your jobber, or

THE BURROWES MANUFACTURING CO.
TORONTO - ONT.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXI. TORONTO, JANUARY 31, 1920 No. 5

They Sell Because They Make Good

Labor-Saving Devices Offer Magnificent Opportunities to the Hardware Merchant for More Sales—Very Often They Bring Other Sales Because Satisfied Customers Never Tire Talking About Them

WHEN one considers that during the past twelve months washing machines valued at twenty-five million dollars, more than half a million vacuum cleaners, and more than a million electric irons have been sold in Canada and the United States, some idea may be gained of the demand for modern labor-saving equipment.

Modernization of the home, which is really the basic idea behind all this demand, is as yet merely in its infancy. The time is coming, and is coming very, very rapidly when every home will have its washing machine, just as every home to-day has its sewing machine.

Merchants Can Help

The hardware merchant who realizes that every clothesline he sees in his territory offers a prospect for the sale of a washer; that every time he sees a carpet being beaten he has an opportunity to sell a cleaner, and that opportunities exist on all sides for selling labor-saving devices and equipment that will make the home better, more comfortable or more easily looked after, is going to get the business.

The business is there and the way to get it is to show the people in your territory just what you have and what it will do. No woman who can get a machine to do her washing will ever go back to the old way. It is because women are realizing this more and more every day that washing machine manufacturers are unable to keep up with orders. And the women are realizing it because the manufacturers and the distributors are advertising their products, putting on demonstrations and keeping their goods before the public as never before.

Will Grow Steadily

This is the way to get results. Labor-saving equipment will go a long way toward selling itself if it is given any sort of a chance, but the merchant who gets in a washing machine, or a cleaner, or any other goods, and hides it away at the back of the store and waits for somebody to come in and ask if he handles washers is not going to sell anything like the quantity of them that the man will who pushes them aggressively and keeps pushing them all the time.

The gospel of labor-saving equipment, better utensils, sanitary equipment, is one that will appeal to practically one hundred per cent. of the women of Canada. Every woman is interested in knowing how she can keep her home better. If you can show her how she can do more work and do it easier and at a reasonable cost you have got a real prospect that will take only ordinary salesmanship to convert into a customer.

A Continual Advertisement

There is another feature that has interest of an exceptional nature for the merchant, and that is that a very

Continued on page 36

In the past thirty months displays of washing machines have come to have a new interest to women all over the Dominion owing to the difficulty in securing dependable help. This situation is offering splendid opportunities for more and more sales.

Plan to Allow Six Months in Which to Make Adjustments

OF interest to every business man is the fate of the Moratorium Act, technically known as "The Mortgagors' and Purchasers' Relief Act. The Attorney-General's department of the Ontario Government is now considering what action is wisest and will cause the least disturbance in business circles in dealing with this act. HARDWARE AND METAL interviewed Edward Bayly, Deputy Attorney-General, and Mr. Dymond, Chief Law Clerk, regarding the question, and was informed that no definite decision had yet been arrived at with regard to the action that would be taken. They both assured HARDWARE AND METAL, however, that it was the desire of the Government to take whatever action would least disturb business. "It is the disposition of the Government to disturb business as little as possible," said Mr. Dymond.

Three Suggestions Considered

Three suggestions have been made and are being considered by the members of the Government and officials of the several departments. One is that the moratorium be allowed to lapse automatically. That would simply mean that thirty days after the official closing of the forthcoming session of the Ontario Legislature, the Act would cease to be effective and all transactions affected by the passing of the Act would automatically be closed. There is reason to believe that precaution has not been taken by many affected by the Act to prepare for its annulment; and this is, apparently, weighing considerably with the Government. Officials with whom HARDWARE AND METAL talked did not particularly favor this method.

The second suggestion is that it be continued for another year. But this method either did not meet with much favor, because, as it was pointed out by officials, conditions would practically be the same one year hence as now, and those affected by the Act would again forget all about it. At the last session of the House it was "kicked on" for another year, and there does not seem to be much to be gained by giving it another year's hoist.

Most Favored Plan

The third suggestion, and the one that, at present, meets with the approval of members of the Government is that legislation be passed which will put things as they were before the Act was passed. In other words, if a mortgage fell due six months after the Act was passed, it will now fall due six months after it is allowed to elapse. This would give a period of six months, during which adjustments could be made and those affected by the Act could have a chance to discharge their liabilities. This would mean that it would come to an end seven months after the end of the next session of the House.

Members of the Government have expressed a desire to hear an expression of view from business men as to the wisest course they think should be taken in the interests of all concerned.

Saskatchewan Moratorium is Extended by Legislature Until January 10 of 1921

REGINA, Sask.—A bill giving the Government power to extend moratorium provisions in this Province for another six months, or for one year after the termination of the war, has been given its second reading in the Legislature.

As the Peace Treaty was signed on January 10, protection will be extended until January 10, 1921. A Moratorium Act was passed by the Saskatchewan Legislature at an emergency session in 1914, but the Government did not put into effect an absolute moratorium, as was done in some of the other Provinces and in other countries. The existence of the act, however, enabled the Government to relieve conditions in certain sections of the Province where there was a crop failure by negotiations with mortgage companies.

Steel Sheets Are $10 Above Normal Price

PITTSBURGH, Jan. 29.—Sheet manufacturers are only able to offer latter end of second quarter and third quarter deliveries of sheets at this time. In quoting so far ahead either prices are left open for further consideration later or are fixed at from $10 to $12 a ton above the nominal market. As to the latter, the March 21 price basis, only the leading interest seems to make any attempt to follow that policy, and some members of the trade predict that the March 21 scale on all finished prices will be abandoned as soon as actual booking of business can be proceeded with intelligently and with a fair knowledge of what mill costs will be for the material being sold.

Galvanized sheet demand is very heavy and the prices quoted for base gauge vary from 6.50 cents to 7.50 cents, while blue annealed sheet quotations are not below 4.50 cents for prompt shipment of material.

THEY SELL BECAUSE THEY MAKE GOOD

Continued from page 35

large percentage of the buyers of labor-saving equipment become so well "sold" on their purchase that they never tire of telling their friends about the prize they have obtained. Merchants all over the country are finding that every piece of equipment they sell means sooner or later additional customers secured directly as a result of the advertising they have received in this way.

Not only this, but a customer who has purchased, say a washer, is often so well satisfied that a cleaner, and then some other device, and then another one, is bought in order that labor may be lightened.

In thus helping people who are often at their wits' end to secure help, to do more work and do it better and easier than they have ever done it before, the merchant is rendering a real service. At the same time he is securing for himself and his store the most valuable kind of advertising at no cost whatever.

There is no doubt whatever that this is a mechanical age and that each year is seeing more and more of the drudgery, especially in the housework, transferred to machinery. This is a tendency that is bound to increase and is gathering momentum all the time. It offers endless opportunities for sales to the merchant.

Price is hardly ever the consideration, particularly if, as is the case in the great majority of instances, the prospective customer has either read about or seen the equipment he or she has in mind. Many people who have read about the work that some of the modern devices will do find it hard to believe. It is the easiest thing in the world to put on a demonstration for prospects of this kind, and once they see the device in action and are satisfied that the merchant is fully prepared to stand behind all the claims he makes it is usually a question of delivery.

Higher Wages For Tin Plate Workers

LONDON, Jan. 29.—The wages of the tin plate workers in Swansea have been advanced 40 per cent.

The Duffryn Tin Plate & Steel Works have been sold to local interests at a price estimated at about a million sterling.

High Cost of Material Is Causing Concern

WINNIPEG.—According to representations made at the city finance committee meeting, construction of houses under the Federal housing scheme may have to be discontinued in this city, owing to the greatly increased cost of materials and to the new restrictions placed on applicants. The latter preclude the working man from participation, by reason of the heavy cash payments imposed.

"Our window displays are among the very best advertising forces we have," says W. H. Otton of the Otton Hardware, Barrie, Ont. Every article shown has a price card and the price is shown in big figures. The windows are changed regularly and the firm aims to always keep seasonable stock out where the public can see it.

Store Strategy Speeds Sales

"Keep People Interested in Your Stock and They Will Buy," Says W. H. Otton, of Barrie, Ont.—Pointers in Store Display and Arrangement That Are Producing Most Satisfactory Results

Based on an interview by C. E. PARSONS, with W. H. Otton, of The Otton Hardware, Barrie, Ontario.

KEEP THEM INTERESTED

"Make your whole store one big display," says W. H. Otton, of the Otton Hardware, Barrie, Ont. He aims to attract people to the store by persistent and attractive advertising and window displays and to keep them interested once they are in the store by having on all sides an arrangement of stock that will hold their attention.

Seasonable lines are kept right up at the front and on all sides is merchandise that can be shown and talked about by the sales staff.

"Our show windows are one of the best advertisements we have," says Mr. Otton. "We change them regularly and invariably use price tickets. Ninety-nine people out of a hundred want to know the price of what is shown and we aim to tell them right then and there and in good plain figures so there can be no mistake. In all our ads. the price is given in display type. It is good business.

IF SOMEBODY walked into the Otton Hardware store at Barrie, Ont., and said to W. H. Otton, the proprietor, "Say, you're a strategist, aren't you?" Mr. Otton, being naturally of a modest disposition, would promptly deny the allegation.

But the evidence is all against him, and a few minutes' chat with him will convince the most skeptical.

Strategy, after all, when you get down to brass tacks, consists of careful planning, and careful planning of necessity involves considerable looking ahead. It also means a close scrutiny of the problems to be overcome and the simplest ways of overcoming them.

Right at the Front Door

Before one enters the Otton Hardware he is attracted by two of the most attractively dressed display windows to be found on the main street of Barrie. It might be stated right here that Barrie merchants give their windows a good deal of attention and that there are many well-arranged windows.

"Our window displays are changed regularly," said Mr. Otton. "We believe that it pays and pays well to give them regular attention. We plan always to keep seasonable lines in which people are interested in the windows, and we make a free use of price tickets. We find that price tickets are most essential. Any number of people from the surrounding country are constantly looking at the goods we have on display, and it is a fact that practically every one of them is interested first in the goods and then in the price.

Get the Wrong Idea

"It is also a fact, and one that is somewhat hard to account for, that if we did not put price tickets on the various articles shown, probably ninety-nine out of every hundred persons who saw the display would conclude that the price is a great deal higher than it really is. The result would be that they would pass along. There are very few people, espe-

HAVE YOU TRIED THIS?

If you or I or anybody walks into the Otton Hardware store and asks for something that is on display in the window the sales staff has instructions to take the article right out of the window and sell us that article.

The same rule applies to any article shown on the display tables or in the silent salesmen. The idea is that it creates confidence in the person buying, especially those from the country. Mr. Otton says that if you go to the back of the store or into a drawer and produce some other article, which may be exactly the same, there is nevertheless a suspicion on the part of the buyer that he is getting a substitute.

If on the other hand he gets the very thing he saw in the window or in the case he thinks he is getting the very best one in the store, because he figures that only the best would be put in the window.

cially people from the country, who will walk into a store and ask the price. They want to know but they are afraid that if they go in and ask that they will be forced into buying something that may cost more than they care to spend. As a general thing the buying public does not like to walk into a store and ask about merchandise and go out without buying. The price ticket settles that matter right then and there. It tells the party just what he wants to know, and we find that those little price tickets are invaluable. They are a most important part of our window display, and from experience I would say that our windows are among the very best advertising forces we have."

Up at the Front

Right up at the front of the store Mr. Otton had arranged in the centre part of the floor a long display table on which are shown teapots. Not little cheap affairs, but nice large, roomy, cozy-looking teapots that look as if they might make life worth living and last for years.

"We arrange displays of those teapots often," said Mr. Otton. "They never lose interest for the women. We handle nothing cheap in any lines and no exception is made in regard to teapots. These are a good quality line to sell at a fair price, and there is no question about the interest taken in them by the women."

This is Strategy

As may be seen from the illustration, Mr. Otton has arranged on all sides around this leader display table a most attractive showing of merchandise. On one side is a display corner of electric reading lamps, toasters, electric irons and similar lines. This is flanked by a display of shining aluminum ware and nickel-plated goods. Close to this is a display of enamelware and graniteware and tinware for kitchen purposes. Close at hand is a battery of stoves all carefully dusted and with the nickel work shining. Not far away are silent salesmen and wall cases filled with cut glass, cutlery, tools, flashlights, auto accessories, safety razors and shaving supplies.

But to get back to Mr. Otton's strategy.

Keeps Them Interested

"The women," he said, "have in the past five years become larger and larger buyers. This is because so many men have been overseas and those that were not away were working to capacity on the farms or in the factories and left the buying to the women. We have made every effort to attract the women's trade and I think we have succeeded in getting our share. They are, we find, always interested in these teapots. In order to maintain their interest while they are in the store we have arranged these other displays right close at hand so that they do not get a chance to forget about the many things we have to offer.

Speeds Turnover

"While a woman is looking over the teapots and picking one out her husband probably has his eye on the silent salesman of auto accessories or is looking over the electrical display. No sooner is the sale of the teapot made than we have right at hand a display in which we can usually interest people. Or if we have a woman who does not want a teapot it is easy to suggest that she look over some of the aluminum ware or the electrical utilities, or some of the other displays. We find that this arrangement works out well and increases our turnover in all of these goods."

A Definite Plan

This same plan is followed right through the store. Mr. Otton's aim is to make his store one big display in which people will find something to interest them and hold their attention no matter where they turn.

The electrical corner shown in the illustration is a most attractive feature of the store. As may be seen, prices are plainly shown on everything.

"We find a great interest being taken in all electrical goods," said Mr. Otton. "This is true not only of the people in town but among the farmers. Our sales of irons, toasters and similar lines have shown a steady increase. People are

The illustration shows only one of several disp'ay tables that are kept at prominent points in the store of the Otton Hardware. Note the large figures used to mark the price of every article. This policy is carried out all through the store and Mr. Otton says it is good business, because everyone wants to know how much an article is going to cost and very few people will ask, especially if the article they want is in the window.

Night or day this electrical corner in the Otton Hardware Store is a continuous and most attractive advertisement, not only for the merchandise on display but for the whole premises. Perhaps it is most effective at nights when the electric lamps are lighted. Note the price cards with the large figures, and also the displays surrounding the electric utilities. Mr. Otton says his business in electrical goods has shown a steady increase and that they very often sell themselves.

also interested in electrical labor-saving devices, and such goods as vacuum cleaners, electrical washers and other lines are constantly being asked for. We find that demonstration of what the goods will do is a great factor in closing sales.

People are Interested

"Many people are interested in electricity because they have either read about what it will do or because they have been told by a friend, or have seen a washer, a vacuum cleaner or some other device in actual operation. We find that one of the big points to be overcome is very often the idea that the devices are complicated and hard to work, or are liable to get out of order and necessitate costly repairs. It is not difficult to overcome arguments of this kind and we find that electrical devices afford scope for sales arguments of a most convincing character. And when we stand absolutely behind every article and guarantee it fully, and are willing to allow women to take washers and cleaners home and try them out there is usually little difficulty in closing the business.

Brings in Others

"One of the beauties from the merchant's standpoint of selling merchandise of this kind is that it usually brings other customers. They may not come at once, but sooner or later the sale that we make to-day of an electrical device brings in Mrs. Brown or Mrs. Smith, or Mrs. Somebody Else, who tells us that she saw this device or that working over at Mrs. Jones' and wants to know about it. Invariably the woman who bought in the first place has boosted her new appliance and tells her friends how much time it is saving her or how much hard work it eliminates and how satisfactorily it works. All this, of course, is the best sort of advertising we can get and means that the more devices we get out the more we are going to sell, because each one sells more. It works another way also. We frequently find that a woman starts her collection of electrical devices with, say, an electric iron. It isn't long before she wants a toaster or percolator or some other line, and then a sweeper and washer. People who have worked with electricity are unquestionably 'sold' on it. The efficiency with which the work is done and the fact that there is no fuss or bother, no fires to light or wood to carry or ashes to carry out, appeals to them. There is a big sales-talking standpoint in the mere fact that you can press a button and do the work. This means a great deal to busy housewives, especially during the heat of the summer."

Regular "Specials"

Another plan that Mr. Otton has used most successfully for increasing turnover is "specials." Because Saturday is a market day in Barrie and large numbers of farmers are in town, the "specials" are arranged for that day. They are well advertised and whatever the "special" is it is prominently displayed. It may be, for instance, in electric bulbs, or aluminum ware or some other line in which householders are interested.

A "special" was recently arranged in electric bulbs and these were set out in the centre of the store on a display table with large show cards drawing attention to them.

Large cards with the following:

HERE'S A BARGAIN
Bulbs—5 for $1.40
Regular 35 cents each

were placed where everyone could see them.

The clerks on such occasions are kept busy refilling the display table so rapidly are the bulbs asked for.

Gets Good Results

"We find that these Saturday specials are good advertising for the store," said Mr. Otton. "Many people who come in for 'specials' buy other articles. Besides this it keeps them looking for our advertisements. They want to know what we are going to put on the next Saturday and don't want to miss it."

Speaking of newspaper advertising generally Mr. Otton stated that the firm gets splendid results from its copy in the local papers.

"We usually use quarter-pages," he said, "but very often use larger space. We discontinue our advertisements during February, July and August, but every week throughout the rest of the year we plan to have a message of interest to the people of this district. We always try to have our advertisements appear in the same place and on the same page of the paper so that people will know just where to look for our announcements.

Note the neat, attractive and striking layout of this ad.' the original of which occupied a quarter-page. Note the snappy heading, not too long, and the ease with which the reader can follow the copy in the order in which the firm wants it read. Note also the prominence given the prices. Plenty of white space for an ad. this size is allowed to make the points that should be emphasized distinctive.

Always Gives Prices

"We follow the same policy in our ads. that we do in our store and window displays; that is, we always give prices. In arranging our copy we have the prices displayed in large type and we find that it is good business. Constant advertising has produced most satisfactory results for us and we know that our advertisements are read because of the inquiries that people make."

In connection with selling Mr. Otton made mention of a little point that he said goes a long way with many people when they are making a purchase, especially with country people.

Takes it From Window

'If a party comes in and wants something he has seen in our window we go right there and get it for him," said Mr. Otton. "If we got one out of the stock and brought it to him it might look the same, and for that matter be the same. But if we take it right out of the window we find that he is more satisfied that he is getting the best we have, or it wouldn't be in the window. The same thing applies to goods in our show cases or on display. If a buyer wants the article that is shown he can have the very one that has attracted his attention and as soon as it is sold we replace it with another. This is only a little thing but we have found that it helps to build up confidence in our store and our fair dealing, and confidence of this kind is invaluable."

Keeps it Moving

By continuous store display backed by advertising, window displays and "specials," Mr. Otton says he turns his stock of enamelware six times every year.

Stoves are another good seller with him and sales range from 150 to 250 annually. As may be seen from the illustration he has during the season a most attractive display of stoves and ranges. Special care is taken to keep them looking their best.

"When we sell a stove in the town," he said, "we deliver it and set it up and leave everything in good running order. If the buyer is from the country he takes the stove home and puts it up himself, or else we charge for doing it."

Want The Best

Mr. Otton says there has been a most notable tendency on the part of buyers, especially farmers, during the past five years, to buy only the best stoves. They want, he says, a stove that is attractive looking and that will stay on the job and produce results. Price is not the consideration and a dollar or two is neither here nor there provided the buyer is satisfied he is going to get what he wants.

"We have discontinued trading stoves," said Mr. Otton. "For some time we would take an old stove as part payment on a new one. We do not do this any more. Not because it was not profitable, but because of the difficulty in securing the help required to fix up the old stove and make it marketable."

Sells Many Dishes

In addition to the teapots mentioned above Mr. Otton has a department for dishes and says it has developed into one of the best in his store. Whole sets are displayed and the prices given.

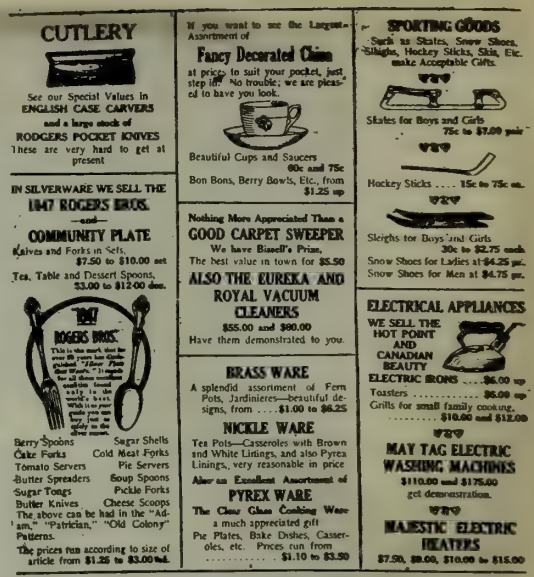
"We handle no cheap dishes," said Mr. Otton, "and find that there is a steady demand for sets. We advertise them regularly and find that many young people who are just starting housekeeping, many families which are just getting together again after the husband having been overseas, and many other people are in the market for dishes. Not only this but we frequently sell them other things needed in the home when they come in for the dishes."

Are Growing Steadily

Three years ago Mr. Otton started in a small way to sell auto accessories. Now he finds that the auto accessory department is one that is developing as rapidly as any in the store. Right up at the front he has a silent salesman filled with auto accessories and says it has produced excellent results. Occasional window displays are arranged and sections of the advertising space devoted regularly to keeping this stock before the attention of owners of cars.

Sees Big Revival

"It looks to me as if there is going to be a big revival in the sales of sporting goods," said Mr. Otton, "and we are laying our plans to take care of greatly increased trade during the coming summer. This winter has seen a very active demand for skates, hockey sticks and similar lines. We have a long season here and plenty of good skating. Our sales of skates will run well over 200 pairs and we will handle more than 200 hockey sticks. During the summer I expect to greatly increase our sales of baseball goods, tennis goods and other lines."



In arranging its advertising copy the Otton Hardware makes a feature of displaying prices in prominent figures. The firm believes that people are interested in pictures of the merchandise offered and a generous use is made of illustrations. Quarter-page space is usually used, but this is frequently increased. The same position in the paper is used so that people may always know where to look for the firm's announcement.

No More Jap Goods

Mr. Otton mentioned his experience with Japanese goods and declared that with the exception of some lines of dishes it was most unsatisfactory and that he would not buy any more Japanese stuff as long as he can get any other.

"The Japs," he said, "will undertake to make for you anything in the world from a pocket-knife to a tennis-racquet. They will produce an article that looks a good deal like whatever it is copied from, but it is absolutely without quality. Take their tennis-racquets for instance. They fall to pieces in no time. The pocket-knives are useless and the edges will turn. No merchant wants to sell stuff of this kind. It only means dissatisfied customers and the worst kind of advertising for the store."

Combination Selling

In one of his silent salesmen well up toward the front of the store Mr. Otton has on display a collection of razors, strops, soaps and everything that a man will require for shaving.

"By showing them all together," he said, "we can often sell a man everything he requires. Our salesmen always suggest to the man who is buying a razor that he get his strop, brush, soap, blades and anything else needed. We find that it works out well and also that the man will come back for more soap or blades

Continued on page 70

Trowern's Answer to Beckett Charges

Former Says Retailers Across Canada Are Up in Arms Against Rulings of Board of Board of Commerce—Claim Wholesalers Have Benefitted From Regulations—Wholesale Trade Going Out of Its Way

H. C. BECKETT, of W. H. Gillard & Co., wholesale grocers, Hamilton, Ont., has sent a letter to Hon. Sir Geo. E. Foster and other members of the Cabinet condemning the action of those who are criticizing the rulings of the Board of Commerce and who are urging a change in the personnel of it.

In this letter he says:

"The recent agitation and action of Mr. Trowern and others at Ottawa has not escaped the attention of the great majority of business men and consumers throughout Canada. Hundreds of thoughtful business men and consumers are amazed at such action. Hundreds of business men at subsequent largely-attended meetings have expressed surprise, amazement and strong disapproval of such unwarranted action in trying to stir up a feeling of antagonism against the Government, the Board of Commerce, and some of its members.

"We have yet to learn of a justified complaint from any consumers for the reason that the consumer is pretty well satisfied with the efforts of the Board of Commerce. The consumer needs much enlightenment because, as a rule, he is a superficial thinker and does not concern himself by going very deeply into trade matters, which, as every man (consumer included) should know, are very complicated and can only be understood by years of study, practical experience, and contact with trade conditions. I have no hesitation in making the statement that I am qualified to speak, not only with very considerable first-hand knowledge (having devoted many years to the study of trade ethics) but that I represent the views of thousands of thoughtful consumers and business men in Canada.

"The opinion is that the Board of Commerce, as constituted, will prove to be a blessing to Canada.

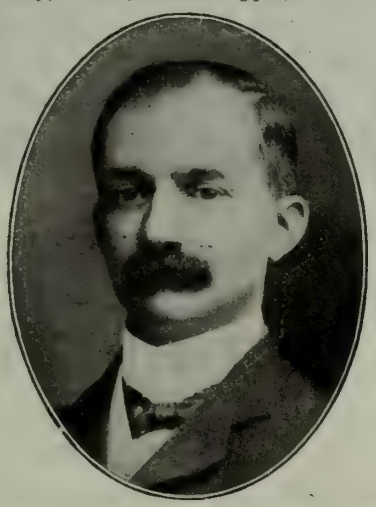
"It is the most outstanding statesmanlike move since Confederation, and now some few vindictive people start out to create trouble before even giving the Board an opportunity to get a line on trade conditions.

"As a matter of fact the Board of Commerce was never intended to deal with the high cost of living except that it would incidentally do so and prevent profiteering at the expense of the consumer, and be the means, through its report, of educating the consumer that supply and demand largely regulate prices.

"Instead of the Board of Commerce being given an opportunity to get thoroughly informed, there was such a rush, demand and clamor for a reduction in prices (and rightly so, since the people did not seem to understand the reason for high prices) that the Board tried to do something in the shortest time possible—to be of some quick benefit to the consumer. The Board discovered some instances of excessive profits—which may yet need investigation to protect the consumer in the future, but on the whole they found in the great majority of complaints investigated that there was very little profiteering, and they said so openly. The consumer was suspicious, and is yet in some cases, so the idea was to allay the unrest by speedy action.

"The Board has been and will be fair to the man in business, and, so far, no man in business has been hurt as much as is the consumer of limited income by reason of high prices.

"Why, then, this opposition? It comes from a section who think they may be curbed in unfair practices so prevalent in Canada to-day. The opposition is secretly fanned by the monopolistic interests. The Board has already proved it will not be swayed by any particular class in Canada, and in this respect the Board is entitled to the highest praise that man can have. They are honest—and they have ability. They are endowed with the qualifications so necessary in occupying such important positions. It shows the wisdom of the present Government, who appointed them, and also the Government's honesty of purpose to make real and lasting progress for the betterment of Canada.



E. M. TROWERN
Dominion Secretary of the R. M. A., who replies to H. C. Beckett's letter.

"Already the big interests, under a cloak, are arranging their forces and spreading their propaganda to, if possible, block the Federal Government in this, the wisest legislation since Confederation. They are fighting to change the personnel of the Board so that some putty men will hold the seat of judgment. It is believed, however, that the Board of Commerce Act provides that trade experts may be called to assist the Board. Such experts could be of great assistance to the Board, and could be selected or appointed by Provincial Governments and thus protect provincial interests, provided, of course, the men appointed were big enough and unselfish enough to be independent."

MR. TROWERN'S VIEWS

HARDWARE AND METAL asked E. M. Trowern for his views in connection with Mr. Beckett's letter and the attitude of the Retail Merchants' Association toward this Board.

Mr. Trowern maintained that the facts regarding the manner in which the Board of Commerce has treated the retail trade are too apparent to require any defence by him. "The retail trade," he said, "from one end of Canada to the other, are up in arms as to the various orders that have been made by the Board of Commerce and applied to them. No such absurd orders have been made regarding the wholesale trade, and whatever orders have been made have been made for their benefit, so that there is no wonder that the wholesale trade wish to retain the present board, and are now rushing to their defence.

"The retail trade everywhere recognize that the wholesale trade are acting with selfish motives, and no amount of argument will convince them differently. At the special meeting of the Dominion Board, which was held in Ottawa on January 13 and 14, members came from every province in the Dominion, and they would not have come that distance if there was no justification for it, and the retail trade feel that the wholesale trade are going out of their way in an endeavor to tell the retail trade what they should do.

"Our organization was formed for the purpose of protecting the retail merchant, and we feel that we understand our conditions better than any other class in the community, and consequently we resent any dictation."

In an address by Mr. Trowern before the Dominion Board of the Retail Merchants' Association at Ottawa recently, he pointed out that the merchants did not want the Act under which the Board of Commerce operated abolished, but they thought the manner under which it is being operated should be changed. Space does not permit the running of this address this week, but it will appear next.

Dr. R. J. McFall, former Cost of Living Commissioner, and more recently Chief of the Inland Trade Division of the Department of Trade and Commerce, who has just resigned from the public service, has accepted a post with the Massachusetts Agricultural College, which is located at Amherst, Mass.

A bird's-eye view of Hamilton, Ont., from the mountain. The city is a particularly appropriate place for the annual convention of the Ontario Retail Hardware Association, owing to the very large number of hardware lines manufactured there.

Get Away From the Business Grind

Take a Couple of Days Off and Meet Your Fellow Hardware Merchants at the Big Gathering in Hamilton, February 17, 18, 19, 20—Talk Over Mutual Problems and You Will Go Back Home Feeling Better and With Ideas That Are Worth Money

MERCHANTS all over the country have been having a pretty strenuous time. Many of them thought that with the coming of peace things were going to settle down and that they could have a little respite from the anxieties that were so numerous during the war years.

Instead of a relaxation, however, they have found that conditions were, if anything, more trying. Between the big rush of business due to everybody having plenty of money to spend, and worries over getting enough goods to meet the demands, keeping track of constantly changing markets, and seeing about this and that and the other thing, the hardware merchants have had anything but a sinecure.

TAKE A LITTLE REST

The annual meeting of the Ontario Retail Hardware Association, to be held February 17, 18, 19 and 20, offers the men who have been tied down closely to business an ideal chance to get away for four days. Any merchant in the Province can easily reach Hamilton, and once he is there he will find that there is sufficient going on to more than repay him for coming. A gathering of this kind gives the men in the hardware trade a chance to get acquainted with one another. This, when you stop to consider it, is a most important thing in itself. If every merchant kept absolutely to himself and never tried to meet his brother merchant, and to help solve problems of common interest, the hardware trade of Ontario would not be on the basis it is to-day.

MANY FINE EXHIBITS

This year the exhibits will be shown in the Odd Fellows' Temple, which is conveniently located to the Royal Connaught Hotel, where the meetings of the Association are held.

Four days spent in attending the sessions of the meeting, in visiting the exhibits and in meeting the manufacturers and visiting their plants are four of the most interesting and profitable days a merchant can well spend. He can combine business with pleasure and in addition know that he is fulfilling the duty he owes to his brother merchants by meeting with them and sharing with them his own experiences and also helping along the good work of the Association.

The Association is just what the hardware merchants make it. If they support it, it will gain in strength and fulfill the splendid work that is to be done. One way of keeping it at its maximum strength is to attend the convention and take part in the meeting. Let there be a big turnout from all over the Province.

Convention Programme

Fifteenth Annual Convention of the Ontario Retail Hardware Association, Hamilton, Canada, February 17, 18, 19, 20

MONDAY, FEBRUARY 16th.

8.00 p.m.—Meeting of Executive Committee. Appointment of Convention and Exhibition Committees.
Reception of Members and Visitors.

TUESDAY, FEBRUARY 17th.

Morning Session.

9.00 a.m.—Convention will convene with greetings from Mayor Booker, on behalf of City of Hamilton
Greetings from representatives of Manufacturers and Wholesale Trade and others.

9.30 a.m.—President's Address, Mr. A. J. Wright.
Secretary's Report, W. F. Macpherson.
Treasurer's Statement, John Caslor.
Report of Auditors.
Disposal of Officers' Reports.
Appointment of Committees.

10.30 a.m.—Address, "Reconstruction in the Hardware Store," Mr. W. R. Yendall, Manager Richards-Wilcox Canadian Ltd.

11.00 a.m.—Address, Lieut.-Col. J. B. Maclean, MacLean Publishing Co., Toronto.

11.30 a.m.—Address, "An Interesting and Instructive Talk on the Manufacture of White Lead," Mr. R. H. Monk, McArthur-Irwin Ltd., Montreal.

12.00 p.m.—Members' Questions and Answers.

Afternoon, 1.30 to 6.00 p.m.

Visit to Exhibits at Odd Fellows' Temple.
"Every member and visitor requested and urged to spend the afternoon with the Exhibitors."
Special attractions, with music and entertainment.

Evening Session.

7.15 p.m.—A Selling Talk. "High Grade Paints versus Department Store Specials," Mr. Royal Cluxton, Manager Canada Paint Co., Montreal.

7.45 p.m.—"Builders' Hardware," Mr. W. R. Hill, New York, N.Y., Executive Officer, Yale & Towne Co. .....

8.30 p.m.—Smoker.
"Moving Picture," with explanatory address, Mr. R. S. Rider, Secy.-Treas. Canadian Steel & Wire Co., Hamilton.

WEDNESDAY, FEBRUARY 18th.

Morning Session.

9.00 a.m.—"Outlook for 1920." "The Iron and Steel Market," Mr. F. H. Whitton, Vice-Pres. Steel Company of Canada, Hamilton.
"Do present conditions warrant prices now ruling on Ready Mixed Paints," A. T. Black, Gen. Manager Martin-Senour Co., Montreal.
"Trend of Prices on Manufactured Steel Products," Col. F. M. Hatch, Canada Steel Goods Co., Hamilton.
"What the Wholesalers See Ahead," Mr. C. A. Whitwam, London, President Canadian Wholesale Hardware Assn.; Mr. Robert Stark, Montreal, Vice-Pres. Canadian Wholesale Hardware Assn.; Mr. Joseph Dowling, Montreal, Past Pres. Canadian Wholesale Hardware Assn.
"The Stove Situation," representative Canadian Stove Founders' Association.
"The Glass Market," prospects for future, representative Pilkington Bros., Welland.

11.30 a.m.—Receiving reports of Committees.
Nomination of Officers. Nomination papers will be issued in advance to all members of the Association.

12.30 p.m.—Adjourn for lunch.

Wednesday Afternoon.

1.30 to 6 p.m.—Visit Exhibition in Odd Fellows' Temple
"Everybody come!"

Wednesday Evening.

7.00 p.m.—Complimentary Banquet, tendered by Wood, Alexander & James to members of the Ontario Retail Hardware Association.

THURSDAY, FEBRUARY 19th.

Morning Session—Retail Members Only.

9.00 a.m.—Election of Officers.

9.30 a.m.—"Some Live Topics." Open discussion.
"How can departmental stores quote $3.90 for smokeless, sovereign shells which cost the dealer that price from the jobber?"
"Should the retail hardware trade insist on some guarantee on analysis from paint manufacturers to prove that their high-priced paints are superior to paints sold at from 30 to 50 per cent. less by department stores?"
"The retailers' profits. Where are they? Is the jobber and manufacturer getting business and profits properly belonging to the retail merchant? If so, how shall it be recovered?"
"Should granite ware manufacturers sell their goods to dry goods houses to be used as a leader to attract trade?"
"How can our Association assist travellers in their efforts to secure a uniform weekly half-holiday during the summer months."
"Should manufacturers of ready roofing sell contractors, lumber dealers, undertakers, etc. Are hardwaremen losing interest in this line through such competition and low margin of profit?"
"How is business affected by operations of United Farmers' co-operative buying schemes and stores? What is your attitude on this question? What about the binder twine situation?"
"Should any Oil Company sell farmers' club members coal oil and gasoline at ½c advance on the price charged dealer. Where is the remedy?"
"Would a law requiring an analysis or other description of contents of paint packages be of any benefit to the retail trade, in meeting competition of low-priced paint sold by department stores and mail order houses?"

11.30 a.m.—Address, "Merchandising for Profit," Mr. H. L. Rhode, United Savings and Loan Co., Cleveland, O.

1 p.m.—Complimentary Luncheon tendered by the Hamilton Hardware Manufacturers to the members of the Ontario Retail Hardware Association.
Prominent speakers will deliver addresses.

Thursday Afternoon.

2.30 to 6 p.m.—Visit Exhibition in Odd Fellows' Temple. Special music.

Evening Session.

7.15 p.m.—Address, "Store Management," Mr. H. L. Rhode, Cleveland, Ohio.
Discussion—Questions and answers.

8.30 p.m.—Selling talks by representative salesmen.

9.00 p.m.—Smoker and moving pictures.

FRIDAY, FEBRUARY 20th.

9.00 a.m.—Members' Session.
Dealing with questions submitted by Association members.
Resolutions and final report of the Resolutions Committee.

10.00 a.m.—Visit to manufacturing plants. View of operations in making iron, steel and various products of same.
"A worth-while trip."

Afternoon.

2.00 to 6 p.m.—Visit Exhibits in Odd Fellows' Temple.

EDITORIAL COMMENT

CANADA'S EXPORT TRADE

CANADA continues to make a splendid showing in regard to export trade and the figures for 1919 show a total of $2,226,661,063, an increase of no less than $120,071,063 over the year previous. An interesting situation is shown by the trade returns and indicates that the adaptability and also the aggressiveness of the Canadian people. Turning from capacity production of munitions and war needs they resumed peace production status in a remarkably short time. Now they are helping to feed and clothe the starving peoples of Europe and at the same time are helping to supply the requirements of a world whose stocks are bare. Canadian products now are going to all quarters of the globe and the need is always for more. To meet this expansion Canadian manufacturers are adding to their plants and increasing their machinery and are building for ever-widening markets. The Canadian farmers are planning for record production, and aided by fixed prices for wheat are enjoying a prosperity never before equalled. The demands from abroad and the demands at home are creating a general trade outlook that is the brightest in the history of the Dominion.

GOING ON A CASH BASIS

THE daily and weekly newspapers in all parts of Canada in the past few weeks have contained an unusually large number of announcements from retailers who are advising their customers that "we are going to conduct our business on a cash basis." This is a move that has been gathering momentum steadily for some time and has in many cases been necessitated by the conditions which the retailers have had to face. It has been aided by the circumstance also that money has been plentiful and many firms saw an opportunity to adopt a policy which they had long desired to put in effect. The elimination of the tremendous amount of unwise credit that has been granted in the past will undoubtedly have the effect of putting the business of the country on a more sound basis. The move to cut out credit does not mean that there is to be absolutely no credit granted. Legitimate cases such as arise in dealings with contractors or firms who settle at regular periods will be provided for, but the individual who from mere force of habit has been running a charge account and paying when he got good and ready to pay, causing loss and inconvenience to the merchant, will find that it is to his interest to pay up. The merchants who are going on a cash basis in their announcements are putting it squarely up to the people and are telling them the reasons why they are making the change.

COMING TO CANADA

FIGURES just published at Ottawa show that during the period from April to November of last year there was an increase of 166 per cent. in the number of immigrants coming to Canada, as compared with the returns for the same period in the previous year. Of the new arrivals there were 47,585 British immigrants, 38,721 Americans, and 5,114 from other countries, a total of 91,420. A very large percentage of these people are going on farms in different parts of the country. The big percentage of the Americans were practical farmers who have sold their land in the Western States and are coming over to settle with their families in the Canadian West. To those not in close touch with the situation the movement that is going on in the West from an immigration standpoint is surprising and it is predicted that this year's figures will be much larger than those for 1919. All this means more business for the hardware and other merchants and more consumers for merchandise. It explains to some extent also the unusual number of new branch banks that have been opened in the West in the last little while.

METHOD IN THEIR MADNESS

NOT a few business men have commented during the past few months upon the apparent inaction of the British Government in regard to the steady drop in the value of the pound sterling. It is now being realized that there was a good deal of method behind the British plans, especially in view of the keen race for commercial supremacy in the markets of the world following the reconstruction period. No less an authority than the *Wall Street Journal* has the following very interesting comment to make upon the present situation and the future outlook:

"The United States is the only country that is not alive to the international situation. England is getting away with the world's business. The fall in sterling gives her a 25 per cent. protection against imports and a 25 per cent. stimulus to exports, but back of her is a country with still lower exchanges,

and England, as mistress of the seas, is gathering up the cheap goods that Europe is starting to pour forth, and is passing them over the world at handsome profits. She buys low in Europe, and will soon be selling at high prices in the States.

"In three years England will be the commanding commercial and trading power of the world, and as she stood as the bulwark of democracy and freedom we shall not regret it. I rather think she is entitled to all she can get. She has been on the seas and in international trade for a long time, and she knows markets over the earth as does no other nation."

FLOATING LOANS AT HOME

THE announcement of Hon. Peter Smith, Treasurer of the Province of Ontario, that the Government intends to float new loans at home and give the business men and the public at large a chance to become subscribers has aroused a good deal of interest. Back of the move, of course, is the effort to get away from unusually high interest charges, which have been increased enormously owing to the rate of exchange against Canada. The success of a number of the cities and towns in floating small loans at home by giving citizens and farmers in the surrounding country a chance to invest at fair rates of interest may be equalled by the Government.

A TAX ON MAGAZINES

A RESOLUTION will be introduced at the annual meeting of the Western Ontario Board of Trade, to be held in London, Ont., next month, urging that a prohibitory tax be placed upon United States magazines having a circulation of more than ten thousand. The move is one that, if carried out, may have effects which will be more far-reaching than might be apparent at first glance. The reason for putting such a resolution forward is that through the medium of American magazines Canadians are induced to buy goods not made in Canada, and it is stated that Canadian manufacturers complain that they are unable to pay the high advertising rates charged by these mediums and are, therefore, shut out from their pages. This is only one side of the question. Recent figures show that up to the end of 1919 there were approximately five hundred American firms with branches established in Canada, representing an investment of about $400,000,000. Many of these firms, in coming to Canada, took into consideration the important advertising they would be able to secure through the circulation of American magazines in Canada. There is also the question to be considered of the effect that the carrying out of such a resolution as is proposed would have on other American firms who are planning to open branches in Canada.

WHAT IF THIS WERE YOU?

FIRE swept a Canadian town not long ago. Two dealers in the same line suffered heavily. Both lost their stock. Both were determined to get back into business again just as quickly as possible. But there was one thing that blocked their progress—settlement with the insurance adjusters.

One merchant had kept complete records of everything he had. The other was never able to tell just exactly where he stood, even at the end of the year when a general inventory should have been taken.

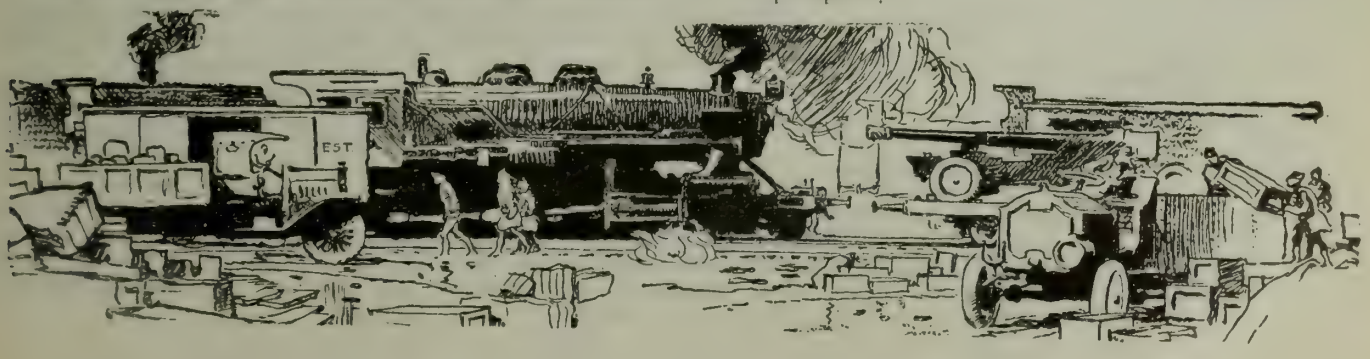
In less than a day the adjusters effected a settlement with the merchant who knew about his stock. It was a satisfactory settlement too. The other man labored for three weeks before he was able to reach an agreement. Even then he did not get nearly as much as he believed was coming to him.

Because of a little system, just plain, ordinary business system, the first merchant was able to be back into business again three whole weeks before his competitor. Besides this he was satisfied that he had got all that was coming to him in the way of settlement of claims.

The lesson was rather a bitter one for the second man, but he was wise enough to see that it pays to know just where you stand, and he is keeping records now just as carefully as the other man.

AWAY TO A GREAT START

IF the month of January may be taken as any guide to the business development that is to take place in Canada this year there seems little doubt that 1920 will be a record-breaker. At a period when trade is usually seasonably quiet merchants are finding it impossible to get anything like enough merchandise to meet demands. Perhaps never in this country's history have so many new companies been incorporated in such a short time. Important development projects are under way in many parts of the Dominion and the whole outlook generally is for prosperity.



EVENTS IN THE TRADE

Business Changes

Clinton, Ont.—W. Davidson has purchased the hardware business of R. Rowland.

Creemore, Ont.—Walker Bros. have purchased the hardware business of Joseph Akitt.

Brampton, Ont. — Robert Lewis, of Brampton, has purchased the hardware business of the Brampton Hardware.

Sceptre, Sask. — A. Gryde and H. Hourine have purchased the hardware of J. L. Walker and are enlarging the premises.

Leader, Sask. — S. K. Gryde, hardware merchant, has purchased the hardware stock of the B. Wilence Co. department store.

Renfrew, Ont. — Guest & Fishenden, hardware and tinware, have dissolved partnership, the business being continued by P. F. Guest.

Moncton, New Brunswick.—Sotherland Bros. have purchased the hardware business of George A. Robertson and take possession February 1.

Comber, Ont.—W. Wallace, hardware merchant, has taken his son, Neville H. Wallace, into partnership and in future the firm will be known as W. Wallace & Son.

New Firms

Hanna Bros., general hardware, has been registered at Big Valley, Alta., by John F. and William H. Hanna.

Nelson Brothers have opened a new branch store at Wetaskiwin, Alta., and will handle hardware, stoves and furniture.

Fire Losses

Fire, which started when a light was held too close to an oil barrel as it was being filled, caused a loss of $10,000 in the oil house of the Canadian Shovel and Tool Co.

The plant of the Kyle Malleable Castings Co. at Merrickville, Ont., was damaged by fire.

Obituary

Stephen Noxon, of Ingersoll, Ont., manufacturer of agricultural implements and machinery, was stricken with heart failure while in a Toronto hotel on Monday and died a few minutes later. He was 76 years old.

Complications which followed an attack of diphtheria caused the death at Brampton, Ont., of Donald Anthony, the five-year-old son of E. E. Anthony, hardware merchant.

Trade Notes

Clark Metals, Limited, Toronto, has been converted into a private company.

M. Beatty & Sons, Limited, Welland, Ont., foundry, is succeeded by the Canadian Mead Morrison Co., Ltd.

Kings Broom Co., manufacturers of brooms, has been registered at Montreal.

Carriage Factories, Limited, plans to change its head office from Toronto to Orillia, Ont.

The Dalhousie Foundry and Metal Works of Ottawa are succeeded by Foundries, Ltd.

F. H. Davy, Napanee, Ontario, has opened up a tinshop in connection with his hardware and stove business.

R. H. Humphries, hardware and groceries, Wiarton, Ont., is advertising the business for sale.

The Synthetic Rubber and Tire Company, Limited, of Toronto, has leased the plant formerly occupied by the Owen Sound Wire Fence Company at Owen Sound, Ont., and will shortly commence manufacture of tires and other goods.

The Port Arthur Manufacturing Company, Limited, formed at Port Arthur, Ont., by A. Whiddon, who will be president and general manager, and J. K. Kennett, who will be vice-president and secretary-treasurer, plans to manufacture and to carry on a general business in roofing, furnaces and ranges. Both principals of the new firm were formerly with Wells & Emmerson, at Port Arthur.

The Aluminus Steel Products Co., Ltd., of Owen Sound, Ont., which is capitalized at $250,000, plans to manufacture aluminum skates, casket hardware and electrical and motor car parts.

The ratepayers of Strathroy, Ont., will vote on a by-law shortly to loan the Andrews Wire Works $20,000. In return, the company plans to erect a large new factory in the Spring.

Montreal News

G. D. Evans, president Evans and Co., Ltd., was in Toronto during the week.

J. E. Nadeau, Port Daniel, Quebec, visited Montreal this week on a buying mission.

J. A. Legallis, general storekeeper of Shigawaake, Quebec, was a Montreal visitor on Wednesday of this week.

E. H. Johonnat, sales manager of ammunition, Dominion Cartridge Co., Ltd., is at present in Western Canada on a trip of several weeks' duration.

King C. Gillette, president of the Gillette Safety Razor Company, was in Montreal this week from California attending the annual meeting of the Canadian company held here.

Francis Shea, of Boston, Mass., and J. E. Aldridge, of Shawinigan, were in Montreal this week. They attended the annual meeting of the Gillette Safety Razor Company of Canada.

George J. Sheppard, vice-president and manager of the Canadian Pneumatic Tool Co., Ltd., has so far recovered from his serious illness as to leave the hospital. Mr. Sheppard has left on an extended trip to West and Southern points.

News From Quebec

G. B. Ball, Toronto representative of A. C. Leslie & Co., is visiting the Montreal office.

S. A. Grondier, representing the Thomas Laughlin Co., Portland, Maine, is in Montreal on business.

C. T. McDonald, representing the Eclipse Mfg. Co., of Indianapolis, makers of Hercules spark plugs, is in Montreal.

A. E. Warren, of Fotheringham and Workman, Montreal, has recovered from his recent illness and is back at his desk.

News From Regina

Excavation is to be commenced at once on a new warehouse for Wood-Vallance, Ltd., to cost $250,000. The building will be on the site of Peart Bros.' old premises at Eighth Avenue and Hamilton Street.

The Starr Company of Canada Western has chosen Regina as its Western distributing centre and will erect a large new warehouse shortly from which phonographs and records will be distributed.

Western News

F. J. O'Neill, F. B. Stott, Claude Pile, of Wood, Vallance Ltd., were in Winnipeg over the week-end.

In the Wood, Vallance Curling League three teams were given a new lease of life by Jas. Feir's rink defeating Gordon Hoskin's rink.

The announcement is made by Merrick Anderson Co., Ltd., of Winnipeg, that Victor E. Vallance, until recently of Wood Vallance, Limited, has become associated with the Merrick Anderson business.

Those responsible for the very successful evening were Miss R. B. M. Parkinsom, who acted as convener, assisted in the arrangements by Miss N. Dick, Grant McLean and J. Burd.

Mr. Will Dawson, formerly of the Northern Hardware Co., Edmonton, has joined Wood Vallance, Ltd., Winnipeg, to represent them in Edmonton district.

The staff of Wood Vallance, Limited, gave a very enjoyable toboggan slide on Friday evening. At the conclusion of the slide, those attending all returned to the warehouse, where the office floors had been specially treated for dancing. After the dance supper was served.

J. E. D. McCord has severed his connection with Wood Vallance, Limited, to go into business at Wawota, Sask. Before leaving his fellow employees presented him with a very handsome leather arm chair. In addition to this, the Costing Department, of which Mr. McCord was a member, entertained him at the home of Mr. Phillip Jomini (who is head of this department), where during the course of the evening Mr. McCord was presented with a gold-mounted fountain pen with his name suitably engraved on it.

James H. Ashdown Makes $50,000 Gift

Winnipeg.—A gift of $50,000 for the Methodist Church Forward Movement has been made by James H. Ashdown, president of the J. H. Ashdown Hardware Co., Ltd. The announcement, which was made by the campaign organizers, aroused much enthusiasm in connection with the work. Mr. Ashdown's gift is the largest single donation recorded in Western Canada up to the present time, and amounts to one-seventh of the entire amount apportioned for the Manitoba Methodist Conference. Not long ago Mr. Ashdown made a contribution of $100,000 to the Endowment Fund of Wesley College.

T. H. Waldron is Now Vice-President

T. L. Waldron, who has for the past fourteen years been a director, secretary, and sales manager of Wood-Vallance, Ltd., has been appointed vice-president and managing director.

George P. McLaughlin, who has represented the company for the past two years at Regina, Moose Jaw, Saskatoon and Prince Albert, comes into the house as sales manager.

Frank Rowatt, who has been connected with the company since 1907, recently covering the territory east of Edmonton, takes charge of the tool and mill supply department.

F. B. Kennedy has been ten years with the company, four years as city traveller, comes inside to take over the builders' hardware, builders' supply, and electrical departments.

Manitoba Hardware Merchants to Meet at Winnipeg on Wednesday, February 18

THE annual meeting of the Hardware Merchants of Manitoba, will be held in Winnipeg on Wednesday, February 18. A number of matters of considerable importance and interest to the trade are coming up for discussion and the merchants may be called upon to decide what course of action they intend to pursue in dealing with certain phases of merchandising. It is not unlikely that there will be a discussion regarding the activities of the Board of Commerce and also in reference to mail-order houses.

A large attendance is expected as the meeting has been called for the middle of the week during which the big Winnipeg bonspiel is held.

HARRY D. SULLIVAN

Who as stated in the previous issue of Hardware and Metal was elected president of the Hardware Clerks' Association at St. John, New Brunswick.

C. D. Henderson Leaves Cowans At Brantford

C. D. Henderson, who for some time has been a partner in the firm of Cowans at Brantford, Ont., and also had charge of the Henderson business service for men in the plumbing trade, has severed his connection with the firm, and is joining the staff of the Bluebird Washing Machine Co., which will locate its Canadian branch in Brantford. The business will be continued by T. A. Cowan.

Say Many Questions Cannot Be Answered

MONTREAL.—The Canadian Manufacturers' Association is sending representatives to Ottawa to make a protest against the questionnaire sent here by the Board of Commerce. The manufacturers say that it would cost them from $1,500 to $2,000 to answer the questions, as they go back as far as 1904, and many of the firms cannot answer them anyway. For instance, the question, "What duty was paid on imported shipment in 1904?" is declared impossible to answer, as in their books duty and purchase price are lumped at cost.

Earnings Increased By Sixty Per Cent.

MONTREAL.—The annual statement of the Gillette Safety Razor of Canada, Ltd., presented to shareholders at the annual meeting Tuesday, showed net earnings for the year equal to $821,394, compared with $514,436 in 1918, an increase of $306,958, or almost 60 per cent.

A factor in the company's business during the years was a substantial increase in its export trade, especially that with Great Britain and other outlying portions of the British Empire. It was announced at the meeting that negotiations have been completed for the purchase of property adjoining the present premises of the company, containing some 13,000 square feet with the buildings thereon. It is the intention of the executive to further extend its plant capacity.

The president of the company, King C. Gillette, presided at the meeting. Officers and directors were re-elected without change as follows: King C. Gillette, president; Thomas W. Pelham, vice-president; Sir Herbert S. Holt, J. E. Aldred, Howard Murray and A. A. Bittues, the latter being re-appointed managing director and secretary, with Frank J. Fahey, treasurer.

Hemingway Co. Joins Sherwin-Williams Co.

The Hemingway Co., it is announced in Cleveland, is now associated with the Sherwin-Williams Co. and will be continued as a separate organization. Frank Hemingway has joined the Sherwin-Williams Co. as manager of the chemical development department.

NEW BRITISH FIRM

British Steel & Iron Exporters, Ltd., 22 and 23 Pountney Lane, London, E. C., is a new British firm which has been registered with a capital of $250,000. The officers are: H. E. Oving, chairman; W. Ridley Makepeace, managing director, and R. W. Weller, secretary (pro tem). The firm will deal in steel and iron goods, plates, bars, hoops and also in hardware and hollow ware.

Premier Tire and Rubber Co., Ltd., capital $300,000, head office Hamilton, Ont., plans to manufacture and deal in tires and rubber goods.

Ninth Annual Convention of the Canada Metal Company, Limited

THE ninth annual sales convention opened at the head office of The Canada Metal Co., Limited, in Toronto.

Forty-five salesmen were assembled when Mr. Harris, Sr., president and general manager of the company, gave an address of welcome, in which he stated what a great pleasure it was for him to once more meet them all together at the home office.

He further added that whilst 1919 had been a most strenuous year, and in fact the biggest and best year, yet all indications point to 1920 being one of the most prosperous for everybody in the history of Canada.

Mr. Harris continued that he wished to impress upon them that their watchword was SERVICE and it was upon the foundation of service that the company's business had been built.

Mr. Harris, Jr., then took charge of the convention. In his opening remarks, he pointed clearly to the object of the convention. He stated this was a sales promotion convention and it is quite easy for any person to sit still and look wise, yet what was required of every individual in the room was real thought later expressed in words.

During the progress of the convention, the sales for the year would be fully dealt with in special reports. In this report, as each individual salesman was criticized, strong points and weaknesses would be shown, for no matter how excellent results might be attained by any individual salesman, yet upon careful investigation some weak spot might be discovered.

He further added there are two kinds of criticism. Our criticism during the convention must be taken as constructive. Constructive criticism is good, because many times it is the means of improving the thing criticized. It analyzes, weighs, compares and scrutinizes from every angle.

During Monday's session, many leading lines were discussed and practical demonstrations were given of the company's manufactured products.

The salesmen were shown the pure pig lead being melted and poured into slabs, and the different stages of rolling sheet lead to different thicknesses.

They also witnessed the process of manufacture of lead bends, pipe of various sizes, nails, laundry tubs, etc. A practical plumber also gave demonstrations of wiping joints with different grades of solder.

Monday evening, the whole staff was entertained to dinner at the Queen's Hotel, and after dinner, Mr. Harris, Jr., made a presentation to every one of a life insurance policy, as he stated the presentation was made as a slight token of appreciation from the firm for the loyalty of its managers and salesmen and to commemorate the largest year's business in the firm's history.

Votes of thanks were passed unanimously to Mr. Harris, Sr., and to Mr. Harris, Jr., for their kind consideration to the employees. A vote of thanks was also passed to Mr. H. C. Crow for the able assistance which he had given to the managers of the branches and the salesmen throughout the past year. Mr. Harris, Jr., arose and stated that he would like to see his name and Mr. Harris, Sr.'s name as president of the company joined in that resolution as they all thoroughly appreciated the value and assistance which Mr. Crow rendered from time to time to everyone. The evening was spent at the Royal Alexandra and finished a most enjoyable day.

DEVIL NO. 1.—Is on the job bright and early. Whispers: "No use trying to see your man before 9.30—give him time to open his mail." And if you waiver for an instant he straightway devours the front end of your precious morning.

DEVIL NO. 2.—Get into the game at mid-day. "It is now a quarter to twelve," he adroitly suggests. "If you see your man now he will be hungry and will bustle you out so as not to be late for lunch." If you agree to this and knock off for lunch yourself he will tell you that "You won't see your man before 2 o'clock. He won't be back."

DEVIL NO. 3.—Appears early in the afternoon and whispers: "It is getting dark; you can't start an interview when your man will be tired and inattentive." And before you know it this third imp will gobble up the other end of your day.

DEVIL NO. 4.—Is perhaps the worst of all. His day is Saturday. "You can't do anything on Saturday," he will say; "it's a short day, and no one will have time to listen." And so without even allowing you to start out will swallow up the whole day.

BUT REMEMBER, THEY ARE LIARS, EVERY ONE.

Will Visit Central and South America

Arthur Lawrence of the sales staff of the Boeckh Company, Ltd., Toronto, has left on a trip to Central and South America and will spend from six to eight months in various important centres calling on the trade. He will also represent Messrs. Meakins & Sons, Ltd., of Hamilton, Ont.; the Alabastine Company, Ltd., of Paris, Ont., and the Ottawa Paint Works, of Ottawa.

Mr. Lawrence plans to visit every country south of the United States except Mexico and Bolivia.

Veteran Traveller Presented With Chair

W. H. Dean, of Hamilton, Ont., who, as stated in a previous issue of HARDWARE AND METAL, recently retired after fifty-five years of continuous service as a traveller, was pleasantly surprised by the employees of Wood, Alexander and James by the presentation of a handsome easy chair. The gift was accompanied by a kindly worded letter expressing their esteem and regret at his leaving and trusting that he may be long spared to enjoy it.

Huntsville, Ont. — J. E. Mosley, of Huntsville, has sold his hardware business to A. E. McGregor & Co.

The illustration shows the forty-five salesmen of the Canada Metal Company, Limited, who attended the ninth annual convention held in Toronto.

Annual Convention of Quebec and Maritime Section C. C. & M. Co.

THE annual convention of the Quebec and Maritime Province section of the Canada Cycle & Motor Co., Ltd., together with that of the Dunlop Tire Company, was held in Montreal.

One of the features of the gathering was that of an address of the advertising manager, G. H. Morrow, of the C. C. & Motor Co., who made a strong appeal for more dealer co-operation in the matter of advertising. The speaker dwelt upon the importance of advertising in securing more and better business. As far as this company was concerned they would pay a great deal more attention to this during the coming year and they offered, he pointed out, to pay one-third of the expense so incurred by dealers.

H. H. Halliday, sales manager of the company, delivered an interesting address and announced that bicycles had been shipped as far away as the Fiji Islands. Mr. Halliday had taken an extensive tour, in which he visited New Zealand, Australia, Fiji Islands, and many other parts of the world. Every place he went he had found Canadian bicycles in use. Mr. Halliday announced further that he proposed taking a trip which would embrace China, Japan and South America during the year.

Among those present from a distance were: A. D. Rogerson, advertising manager of the Dunlop Tire & Rubber Company, who also referred to the importance of advertising, and pointed out that dealers would be helped by his firm in putting more sales over for 1920.

W. M. Gladish, representing the Ottawa Bicycle Dealers' Association, explained the method employed by dealers in his territory to obtain new business. This elicited much interest on the part of his auditors, and particularly as this effort was of a co-operative nature. One of the things advocated by the speaker was that of the inauguration of bicycle advocated the use of moving pictures as an advertising medium.

Mr. Quevillon, Montreal manager for Canada Cycle & Motor Company, Limited, translated several of the addresses into French for those who attended from the French section of Montreal and Quebec. In the evening a banquet was tendered to the visiting friends.

Annual Convention of the Sales Force of Whites, Limited is Held at Collingwood

THE annual conference of the six travelers comprising the sales force of Whites Limited of Collingwood, Ontario, lasted four days and reports which were presented indicated a most satisfactory year's progress. The firm is putting out two more travelers this year than it ever had before and has been making continuous improvements in its plant at Collingwood. A piece of land was recently purchased and a warehouse remodelled which will provide additional floor space amounting to 12,000 square feet. The salesmen are most enthusiastic over the prospects for business in 1920 and are confident that new records will be made.

During the four day conference representatives of the various factories in which the firm is interested were in attendance.

Members of the sales staff of Whites Limited who attended the firm's annual sales convention: Back row, left to right—L. W. White, F. O. Flemming, W. A. Fetherston, A. T. White, Wm. Weatherston, C. A. Napier. Front row, left to right—L. R. Wilson, assistant sales manager; J. F. Zimmerman, manager; T. M. White, sales manager; W. T. Herrington, accountant.

Overtime Game Results in a Tie

A hockey match was staged at the Arena Rink between the accessory warehouse and main warehouse of Wood, Vallance, Ltd., Winnipeg, which necessitated overtime play of ten minutes and then resulted in a tie. The teams were very evenly matched. The following is the personnel of the teams:

Main warehouse—Goal, D.Mackie;point B. Donaldson; cover, Morley Paul; rover, H. Anderson; centre, Dick Walker; left wing, D. A. Wood; right wing, D. Irvine.

Accessory warehouse—Coal, D. McKinley; point, W. Thompson; cover, Harry Morden; rover, Fred. Troughton; centre, J. Munro; left wing, J. Burd; right wing, McFayden.

Works Not Retarded By Contractor's Failure

HAMILTON, Ont.—Twenty-three of the twenty-five houses being constructed for the Housing Commission left unfinished by the contractor who, as stated in a previous issue of HARDWARE AND METAL, assigned are being proceeded with, according to Secretary Campbell. A request has been made for an estimate to complete one of the remaining two and the other is expected to be in the same category shortly.

The work of the commission has not been retarded by the failure of the contractor. Applications continue to come in daily. The commission now has nearly one hundred houses under construction.

Small Arms Firm Buys Aircraft Co.

LONDON, Jan. 29.—The Birmingham Small Arms Company has arranged to absorb the Aircraft Manufacturing Company, which is one of the pioneer aviation concerns. Its founder, Holt Thomas, joins the Birmingham Small Arms Company's board.

Incorporations

Acme Burner and Heater Company, Ltd., capital $200,000, head office Toronto, plans to manufacture and deal in heating systems and supplies.

Toronto Cement Products Ltd., capital $40,000, head office Toronto, plans to manufacture and deal in sewer pipes and cement products generally.

Stansell Motors, Ltd., capital $500,000, head office Amherstburg, Ont., plans to manufacture and deal in automobiles and auto accessories.

The General Top Company of Canada, Ltd., capital $300,000, head office Toronto, plans to manufacture and deal in automobile parts and accessories.

Oil and Gas Producers, Ltd., capital $300,000, head office Toronto, plans to prospect for and develop oil and gas fields.

Victory Paper Box Company,Ltd., capital $30,000, head office Toronto, plans to manufacture and deal in paper boxes of all kinds.

THE CLERKS DEPARTMENT

CAPTAIN OF BIG BUSINESS ELEVATED TO THE SENATE

An Intimate Pen Picture of Lorne C. Webster, as He Appears Before and Behind the Scenes of Montreal's Financial Stage

By H. H. BLACK,

Resident Representative, THE FINANCIAL POST, Montreal.

When Lorne C. Webster, now familiarly described in the "Provincial Press" as a "Montreal capitalist," was appointed to a vacancy in the Senate of Canada formerly held by the late Senator Landry of Quebec, it was really as a Quebec man that he was chosen, and thus for all that Montreal now looks upon him as her very own, the City of Quebec can claim some forty years of a life that has not yet reached the fifty mark. For he was born there; he started business there; he learned French there, to speak it fluently; and this week when, with a friend associated with him in many business connections, he visited that city, he met scores of old companions, who greeted him with evident keen satisfaction at the appointment that had been made.

Probably no business or financial man in Montreal has had conferred upon him so many responsible positions in the last two or three years as Lorne Webster. And he accepts them as a part of the day's work; and the next month or week, his name figures as one of the "leading" men connected with this new organization, or that. It is less than a year since the death of Sir Rodolphe Forget, President of Quebec Railway Light, Heat and Power Company, found the only name suggested as a successor was Lorne C. Webster's; the Merchants Bank of Canada added him to the Board; he became a director of the Montreal Tramsway Company; he was chosen as president of an entirely new line of activity, Holt, Renfrew & Co.; and this week his name figures on the directorate of the Canadian Fur Auction Sales Limited—and there is a foot-note appended, to the effect that Lorne C. Webster has been the "leading" spirit in the organization of this movement to make in Canada a great world fur centre, as it was the first fur-trading centre of the world in the olden days. Nor must he be forgotten as one of the most active of the directors of the Nova Scotia Steel & Coal Company, as he is the man who puts through the big sales of the company in the district of Montreal. But that is harking back to his first venture.

Started in Coal Business

This was in the coal business in the city of Quebec, where his father was a coal merchant. That the business grew under the unusually keen business instincts of the young son would be apparent to those who can witness the aftermath of his business career. It was there he made the intimate connection with "Scotia," which broadened out when he moved to Montreal only a few years ago. It was there he first became connected with the Quebec Railway, whose assets he is now consolidating. He also established a freight line of steamers, the naming of which reveals another characteristic of the new Senator as a home man, but of that more later.

An intimate friend of Senator Webster describes him as a man of "national business"; as a man anxious to develop the wealth of the country; a man with an unusual capacity for work; one who seldom forgot anything; a man of action, who, in the many executive meetings that he attends, always showed himself bent on reaching the desired point by the shortest route that was consistent with efficiency; and withal, a man of keen vision in a constructive sense, and of remarkably correct judgment.

As the financial life of Montreal fairly revels in its various groups, the C.P.R., with the Bank of Montreal closely allied, the Royal Bank group, the Tramways group, and so on—often made strange bedfellows in the exigencies of interests that run together and force mutual partnerships at times that surprise even themselves, probably—so Lorne Webster is gradually becoming associated with definite financial interests. In his case, an individual rather than a group is suggested, that of J. W. McConnell; for he is a director of St. Lawrence Sugar Refineries where Mr. McConnell is the astute president; he is vice-president of Goodwins, Limited, where "J. W." is president; and he is a director of Montreal Tramways, where the other is vice-president; and the Senator is the president of Holt, Renfrew & Company, where his partner is a director.

One of the "Big Three"

But one must step aside to a new sphere, that of the Church, to see this association exemplified most definitely. There is a trio connected with Douglas Methodist Church, who give liberally of their means and their time and efforts: Senator Webster, J. W. McConnell, and W. H. Goodwin, general manager of Goodwin's, Limited. They are sometimes referred to as the "Big Three" of this church. Lorne Webster goes to the Sunday School every Sunday he is in town, and year after year there is no name suggested other than his as the superintendent of the Sunday School. When he came to Montreal and joined that church, the letter he carried from a church in Quebec must have referred to his qualities as a S. S. superintendent, for in the Ancient Capital he had shown these to the evident satisfaction, especially of the minister of the church there. Then, when the Sunday School Association of Quebec Province had to choose a new president, that man was the superintendent of Douglas Methodist Church Sunday School.

More work for Lorne C. Webster, Montreal capitalist. Indeed, none of the offices he accepts are sinecures. He works in all of them, and gets the work done in the shortest space of time possible—and, incidentally, conserves some of his own to attend to other things.

Old Brewery Mission

There is one institution in Montreal that many people are prone to declare stands among the noblest of her philanthropies. That is the Old Brewery Mission. What the Jerry McAuley Mission is to New York, the Old Brewery Mission is to the "Down-

and-Outs" of Montreal. And Lorne C. Webster heads the Old Brewery Mission—and talks there, and works there, and has gathered together as earnest a band of social workers also as can be found in the city of Montreal.

And once more, he stands at the head of the Charity Organization Society of Montreal. Every year, just before Christmastide, an evening paper in Montreal devotes a goodly share of its front page space to listing Case No. 1, and 2 and 3, and many more, of the needy ones, who may want for Christmas cheer if the public does not come to the aid of the Charity Organization Society, in money or clothes or food or gifts, one or all, it may be. And in the schools the children, on a certain day near to Christmas, bring of their toys and clothes for other "cases." And behind this better distribution of the world's goods in gift form is the Charity Organization Society.

For years also Lorne Webster has presided at the New Year's rally at St. James' Methodist Church. And with it all, Lorne C. Webster accepts an appointment that it is safe guessing he will take just as seriously as he has all the other activities outlined very briefly above.

Called After His Children's Names

Mention was made of his steamship line. It is called the Webster Transportation Company. And the name of one of his boats is "Eric W.", and of another "Colin W.", and of a third, "Stewart W.", and the others, "Howard W.", "Muriel W.", and "Marion W." And these are the names of his six children. "He is a great family man," said a close friend of his, "and a great chum of his children in his beautiful home. And when he isn't having a romp with his children, he enjoys a game of golf almost as much as the Prince."

But no one who knows the capacity of the new Senator believes that he has reached the limit of his activities in the financial, religious or philanthropic life of Canada. Whether this will extend to politics must remain a sealed book for the present. Lorne Webster has been, and is, a good many persons in one, but he has never evinced a desire to be a politician.

HELD SOCIAL EVENING

Montreal.—Employees of the Canada Tube-Iron Company held the second of a series of social entertainments in Ville Emard Town Hall, on Saturday evening. During the evening various instrumental numbers were supplied by employees of the company and among the interesting features were those of some "stunts" by a pair of performing dogs, and a boxing bout, which was staged by Messrs. McCoy, of the Rolling Mills, and Brisbois, of the Pipe Mills.

Clerks' Association Trying to Arouse Interest in Elections

Civic Apathy at St. John, New Brunswick, May be Aroused Through Efforts of Organization

ST. JOHN, N. B.—At a meeting of the Hardware Clerks' Association reports presented on the work of the past year showed the association to be in a flourishing condition. Plans were also made for many social activities for the coming year.

There is a feeling that the clerks will greatly influence the results of the coming election of two commissioners and mayor. St. John has about three thousand citizens who rank as clerks, and at the present time the hardware and dry goods employees throughout the city are in the majority.

These two associations are well organized and there is a movement on foot to induce every member to vote, and show a live interest in civic affairs. In previous years the clerks have shown little interest in city elections.

Officials of the Trades and Labor Council have at different times attempted to persuade the clerks to become affiliated with their union, but a decided stand has been made against this action by the members of both clerks' associations.

The employers are showing every consideration to the associations, and the hardware houses have co-operated with the clerks by granting their request for the closing of all hardware establishments on Saturday afternoons during teh months of January, February and March. One firm announced their intention of closing on Saturday afternoon all the year round (S. Haywood Co.).

The feeling in St. John between the employer and employee seems to be all that can be desired. Many of the large houses gave substantial Christmas boxes to their employees, in some cases equal to ten per cent. of their year's salary.

The officials of both clerks' associations are all long service men, and most of them holding responsible positions.

Darling in St. Louis Globe-Democrat

How do you suppose they are going to coax him away if everybody keeps on feeding him?

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

COAL OIL LAMP

Lighting Devices Limited, Winnipeg, Manitoba, are marketing a new coal oil lamp under the trade name of the Victory Lamp for which they make the following claims: That it is a distinct advance in coal oil and gasoline lighting and that it can be relied upon to give a clear light; a tip cleaner is seldom required and also that it is built to burn coal oil, which it does with success and will burn gasoline equally well. One feature is said to be the amount of space in all the chambers of its burner to provide a surplus of air, and this with the method of conveying extra heat to the generator, assures complete combustion, and there is no soot nor odor. The tip orifice may even become considerably enlarged and the abundance of air will still give satisfactory combustion and a good light. This is also said to allow it to operate on low pressure and thus avoid the noise found so objectionable in high pressure lamps, and owing to this feature and the large size holders giving better shape to the mantles they last longer.

The makers state a very good feature

Coal Oil Lamp

is that there is no wick, packing or screen of any sort in the generator, and it has been proven by actual test that it will burn many months even on the lower grades of coal oil without cleaning. As the generator is a straight tube with removable tip it is easily cleaned when needed.

The Victory Lamp is said to burn approximately 15 hours on one quart of oil.

The Victory Lamp is artistically constructed, and has highly polished nickel finish.

NEW WHEEL TOY

The A. C. Gilbert Menzies Co., Ltd., Toronto, Ont., are offering the Canadian trade a new Wheel Toy, which, they claim, is one of the most unique toys so

Instructive Set

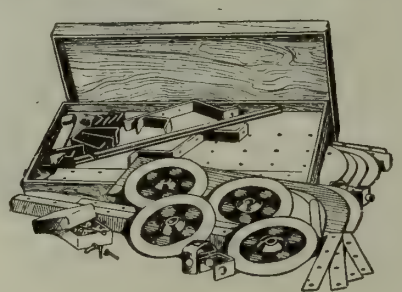
far attempted for a useful, practical and educational plaything for boys of various ages, and that the set is exceptionally strong and sturdy and, when assembled would hold the weight of adults.

The manufacturers describe the sets as follows: The small set contains four specially built steel wheels, disc model, for carts, racers and gliders. There are steel axles, nuts, bolts, angle irons, tough bars and boards, hardwood for seats, handles, etc.

The next largest set has two sets of bright red steel plates, drilled with small holes for bolts. Special gears, pinions, axles, etc., in order to enable the owner to assemble a geared speeder, go cart, snow shovel, hobby horse, wagon wheelbarrow, coaster, glider and other toys, depending on the ingenuity of the builder.

The largest set, in addition to the smaller sizes, contains a set of sled runners from which winter toys may be built, such as bob sleds, wagon sleds, coasters, etc. It also contains larger quantities of standard parts, enabling the builder to erect larger models.

The sets come packed in a serviceable hardwood cabinet, and include a manual giving directions for building the toys.



Knocked Down

CANVAS BELTING

The Ottawa Trading Co. of Ottawa, Ont., are placing on the Canadian market through their agents, the Campbell Agencies, Toronto, Ont., a new Canvas Cotton Stitched Belting, which they claim is very different from any canvas belting yet put on the market and which they guarantee will wear as long as leather or rubberized belting.

The manufacturers state that the reason they are placing a strong guarantee with their product, is that it is manufactured from a heavy, strong material, 2-ply of which are woven and sewn together in such a way as to materially give the belting strength and long wearing qualities and that this process will not permit one ply to move from another, under the most trying weather conditions.

This belting is filled with a special preparation. Chemists who prescribed this substance, state that they have spent considerable time on research work and believe they have produced a substance that will not injure the cotton and yet protect the belting from changes of weather, etc. One of the strongest selling features, the manufacturers believe, is that the longer the belting is on the machine the stronger and tougher it gets.

NEW PAINT AND VARNISH LINE

The announcement is made by Lyon Paint & Glass Co., Limited, Winnipeg, that they are now placing on the market a line of paints and varnishes under their trade name, "Lion Brand." This development has come about gradually with the expansion of this business, the first "Lion Brand" varnishes having been sold about ten years ago.

LETTER BOX

Government Analysis

W. C. Auld, Esq., Youngstown, Alta. —Kindly advise us as to where we could get information as to Government analysis on paints report.

We would refer you to the Dominion Analyst, Inland Revenue Department, Ottawa.—Ed.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

HEAVY advanced prices in many important hardware commodities are again reported this week. Among the most important changes are: Washing machines and clothes wringers, shears, firearms, sand paper, emery paper and cloth, pliers, gate hooks and strap hinges, saddlery hardware, tap soles and heels, game traps, shovels and scoops, cow bells, coal tar, liquid roofing cement, roofing and building paper, curry combs, lantern globes, set screws, screw drivers, locks, iron and steel, revolving belt punches, safety razors, split rivets, tubular rivets, iron faucets, galvanized sheets, wash boards, rolling pins, shoe thread, weigh scales, carpenter tools, hockey sticks, wrenches, thermos bottles and lunch kits, fire pots and blow torches.

New prices are announced for Paris green. Owing to further advances in crude oil, the refined products may be increased. Broom prices are unsettled and may again be raised. Nails are reported very scarce and present prices are unsettled.

The delayed shipments of freight, especially in raw materials, are said to be causing some inconvenience, although this is said to be partly seasonable, due to the cold weather and heavy snowfalls.

Business generally is reported brisk, notwithstanding the high prices being charged for commodities. It is hard to say just what will be the future situation, especially the latter half of the present year. Many are optimistic for continued large demands throughout the year, while not a few prefer to hold back and buy sparingly only their needed requirements.

MONTREAL MARKETS

MONTREAL, Jan. 29—Hardware markets have undergone material changes during the past week and the advances are very numerous. As pointed out for many weeks past, there was and is little promise of declines being effected on many of the lines carried. Advances for the week are made on game traps, set screws, screw drivers, locks, iron and steel. Roofings and building papers, sheathings, etc., are higher. Washing machines are advanced, as are also clothes wringers, while lawn mowers are also advanced through a change of discount. Revolving belt punches are up. Safety razors are higher and new prices in the nature of an advance are named on bifurcated and tubular rivets. Iron faucets are up, as are also galvanized sheets, washboards and rolling pins, while shoe thread takes on an advance of ten per cent. Champion scales are now ruling on a net price basis. Skates of Starr make are marked up and tap soles are higher in price. Shovel prices are withdrawn and new high prices may be looked for on these. Various carpenter tools are up. In the ingot list advances are made for antimony, while tin and copper are firm. There is much excellent business in this market.

Firm Prices Rule On Stoves and Wares

Montreal.

STOVES AND WARES.—Prices are firmly held on stoves and wares, and while this is a season of somewhat limited spot business, the conditions are satisfactorily active. The difficulties of obtaining supplies of plate are in no wise minimized. Stoves and ranges, while not big sellers, are going out regularly, and the basis holds firm at the new levels announced last week.

Roofings and Felts Sheathings Higher

Montreal.

SHEATHINGS, ROOFINGS, ETC.—Advances have again been made on various roofings, sheathings, etc. Eddy's impervious sheathing is quoted at $6.50 per cwt., an advance of 50c. The Barrett Company's lines have advanced, new prices being as follows:

Everlastic Roofing—	Roll
1 ply	$2 10
2 ply	2 45
3 ply	2 80
Paramoid Roofing—	
1 ply	2 00
2 ply	2 30
3 ply	2 65
Empress Sheathing—	
Per roll	1 35
Everjet Elastic Carbon Paint—	Per gal.
Barrels	$0 75
half barrels	0 80
5 and 10-gal. cans	0 90
5 and 10 gal. cans	0 95
1-gallon cans	1 05
1-gal. cans, case of one doz., per case	10 45
Everjet Quick Drying Metal Paint—	Per gal.
Barrels	$0 80
Half barrels	0 85
5 and 10 gal. cans	0 95
1-gal. cans	1 15
1-gal. cans, case of one doz, per case	11 70
Everjet Black Enamel	Per doz.
8-oz. size in crates of two doz.	$1 50
8-oz. sinve in crates of six doz.	1 40
8-oz. size in crates of twelve doz.	1 35
16-oz. size in crates of two doz.	2 50
16-oz. size in crates of six doz.	2 35
5 and 10-gal. cans, per gal.	1 20
1-gal. cans, per gal.	1 30
Barrels and half barrels, per gal.	1 10
Everlastic Roofing Cement—	Per gal.
Barrels	$0 55
half barrels	0 60
5 and 10-gal. cans	0 70
1 and 2-gal. cans	0 90
1-gal. cans, case of one doz., per case	9 60
1 pt. cans, 24 cans to a crate, per doz.	2 50

Game Traps Advance; Prices Much Higher

Montreal.

GAME TRAPS.—Prices have been advanced on game traps, the increases varying from 15 per cent. to 25 per cent. Some of the lines and their prices are as follows: Victor, No. 0, doz., $2.20; No. 1, $2.55; No. 1½, $3.80; No. 2, $5.40; No. 3, $8.30; No. 4, $10.00; No. 1, Victor Grant, doz., $3.25; Oneida Jump, No. 0, $2.90; No. 1, $3.45; No. 1½, $5.15; No. 2, $8.45; No. 3, $11.50; No. 4, $13.50. Hand Norton, No. 1, doz., $4.60; No. 1½, $6.90; No. 2, $9.60; No. 3, $12.75; No. 4, $15.15. Newhouse, No.

0, $5.20; No. 1, $6.15; No. 1½, $9.25; No. 2, $13.75; No. 3, $18.20; No. 4, $21.50.

Lawn Mowers Are Moved Upward

Montreal.

LAWN MOWERS.—New prices are announced on Taylor-Forbes lawn mowers. Net prices are not available, but the new discount from list is 35 per cent.

Machines and Wringers, Belt Punches Higher

Montreal.

MACHINES, WRINGERS, PUNCHES —Advanced prices are effective for washing machines and wringers, the discount now being 30 per cent.

Revolving punches are also advanced and some of the prices applying are as follows: Single tube, per doz., $11.25; four tube, $20; and six tube, $22.50.

Higher Prices On Safety Razors

Montreal.

SAFETY RAZORS.—The new retail price of $1.25 is effective for Ever-Ready safety razors. This is an increase of 25c and follows along the line of recent advances for various razors of the safety class.

Various Rivets Are Marked Up

Montreal.

RIVETS.—Advanced prices are in effect for bifurcated rivets, the No. 9 now being sold at $1.40 per carton. This is an advance of 30c.

Tubular rivets are also advanced in price, the new cost being $1.20 per carton for the standard black japanned style.

Patent Screwdrivers Are Marked Higher

Montreal.

SCREWDRIVERS.—"Yankee" screwdrivers have recently been advanced in price from 10 per cent. to 15 per cent. The new cost for No. 30 is $38.50 per dozen, and that for No. 35, $28.50 per dozen. The No. 10 are now priced at $11, $12 and $13.50 per dozen for 4, 5, and 6 inch drivers respectively.

Faucets Are Higher, So Are Set Screws

Montreal.

SETSCREWS.—Setscrews have advanced, it is said, 50c. This is but one of several advances within the past few months and sets a new high price.

FAUCETS.—An advance approximating 30 per cent. is effective for Perfection faucets. It is understood there has been a somewhat greater demand for these than the makers can supply.

Carpenters' Tools Are Advanced

Montreal.

CARPENTERS' TOOLS. — Advanced prices have been issued on the Stanley Rule and Level Company's goods, comprising squares and other tools of that nature. Advances range from 5 to 20 per cent.

Coal Oil Unchanged; Gasoline Steady

Montreal.

COAL OIL AND GASOLINE.—With no actual change in the price of coal oil and gasoline, the market conditions are continuing quite favorably. There is a firm undertone, however, and advances are to be expected in the near future if prevailing tendencies of the United States market reach here, and which they undoubtedly will.

Lock Sets Are Revised Upward

Montreal.

LOCK SETS.—While there have been frequent changes in various builders' hardware for many weeks, a change on ordinary locks is of interest that was made this week for cheap lock sets. The No. 300 are now selling at $9.25 per doz., and the No. 350, $9.60. This represents an increase of $1 per dozen over the previous price.

Another Advance Made on Washboards

Montreal.

WASHBOARDS. — An advance is made in the price of washboards, this being the second increase within a short time. New prices are: Enamel Queen, per doz., $8.50; Canuck Glass, $7.00; Supreme Zinc Globe, $5.40; Competitor Metal, $5; All Wood Rubbing, $4.25; Surprise, $4. One grade of glass boards is quoted at $6.60. The increase approximates fifty to seventy-five cents per dozen.

Shoe Thread is Ten Per Cent. Up

Montreal.

SHOE THREAD.—Advances are made again on shoe thread, and the increase totals ten per cent. Jobbers do not, as a rule, attempt to supply all sizes, as the supply is short. One ounce, No. 10, Imperial, is selling at $2.65 per lb.; No. 12, $2.80; No. 10, 2 oz., per lb., $2.65, and No. 12, $2.80. Barbour's 2 oz., No. 20, per lb., $3.45.

Rolling Pins Are Marked Up

Montreal.

ROLLING PINS.—Higher prices are effective for rolling pins. The No. 1, plain wood handle, are priced at $2.20 per dozen, and the enamelled handles at $2.45 per dozen.

Scales Quoted On Net List Basis

Montreal.

SCALES. — It is announced that standard scales will now be sold on a net list. "Champion" scales are now quoted at 5 per cent. off new list dated 10th January, 1920.

Tap Soles And Skates Are Advanced

Montreal.

SKATES.—Some lines of "Star" skates have been advanced recently and the new quotations are from 10 to 20 per cent. higher.

TAP SOLES.—General advances have been made on tap soles, ranging from 5 to 10 per cent.

Shovel Prices Have Advanced

Montreal.

SHOVELS.—Prices on shovels have been withdrawn, and although no definite changes have been effected, higher prices will rule in the immediate future.

Wire And Nails Rule Steadily

Montreal.

WIRE AND NAILS.—Although there are no definite changes to be reported this week, there is a decidedly firm feeling in the market. Owing to the shortage of supplies, tendencies are upward. Business is reported to be very good.

Nails sell steadily at $5.25 per keg for standard wire, and cut nails, $5.85.

	80 rod reel
2 pt. x 5	$4 89
4 pt. x 6	5 30
4 pt. x 4	5 76
	Per 100 lbs.
Barbed wire (weights)	$6 15
Galvanized plain twist wire	6 65
Galvanized Coil Spring—	
No. 9	5 80
No. 12	5 95
No. 13	6 05
Galvanized plain wire—	
Nos. 0 to 8 inclusive	6 15
No. 9	5 75
No. 10	6 20
No. 11	6 25
No. 12	5 90
No. 13	6 00
No. 14	6 60
No. 15	7 05
No. 16	7 20

Iron Sharply Advances Under Heavy Demands

Montreal.

IRON AND STEEL.—"Iron and steel may be marked higher," was the caption accompanying the market paragraph on these commodities. An advance has been consummated since, of varying increases, and on bar iron this is 5c per 100 lbs.; mild steel and sleighshoe steel, 15c; with mild steel and sleigh shoe steel, tire, and iron finish machinery. The undertone is firm and business is very active.

IRON AND STEEL

Iron finish machinery steel	$4 20
Norway iron 13 50	15 00
Single reeled machinery steel	5 40
Spring steel	5 15
Sleigh shoe steel	4 30

Tire steel	4 50
Toe calk steel, per 100 lbs.	5 20
Band steel	4 65
Harrow tooth steel	4 45
Mining tool steel, per lb.	0 22
Black diamond tool steel, per lb.	0 22
Black diamond cast steel, per lb.	0 22
Common bar iron, per 100 lbs.	4 05
Refined iron, per 100 lbs.	5 05
Mild steel	4 30

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Galvanized Sheets Are Again Advanced

Montreal.

SHEETS.—Galvanized sheets (English standard) have advanced £4 per ton in the English markets and supplies are very limited. A local advance of 50 cents has been made. The situation is not improved at all. Dealers still complain that they find it impossible to meet the heavy demands of the trade. Although there is a very firm undertone to the market, and while prices are unlikely to decline for some time to come, it is generally stated that the trade is inclined to believe that peak prices have been reached, and while small advances are likely to be made, they think that the market will become easier later in the year.

BLACK—		
10 gauge	....	7 45
12 gauge	....	7 50
14 gauge	....	7 55
16 gauge	....	7 65
18-20 gauge	....	7 95
22-24 gauge	....	8 00
26 gauge	....	8 05
28 gauge	....	8 20
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	10 00
28 gauge	....	9 85
26 gauge	....	9 75
22 and 24 gauge	...	9 40
20 gauge	....	9 25
18 gauge	....	9 25
16 gauge	....	9 00
English Standard—		
28 gauge	....	11 25
26 gauge	....	11 00
24 gauge	....	10 40
22 gauge	....	10 05
18 and 20 gauge	....	9 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Active Demand For Scrap Iron

Montreal.

OLD METAL MATERIAL. — No changes are made this week in this market. Demand for scrap iron is stated to be very heavy and in view of the embargo recently placed on it, advances are to be expected. There is also a good demand for scrap iron. The market is very firm and tendencies are upward, rather than down.

Dealers' Buying Prices—		
Old rubbers, boots and shoes	0 07	0 08
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 [illegible]½
Automobile tires	0 03¾	0 04
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08½	0 09
Scrap zinc	0 07½	0 08
Light copper	15 00	16 00
Heavy copper	18 00	19 00
Wrought iron, No. 1, per gr. ton	....	16 50
Malleable scrap (ton)	....	25 00
Pipe scrap, ton	....	10 00
Stove plate, ton	....	23 00
Heavy melting steel	19 00	20 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	34 00	35 00

Rope Sales Are Much Brisker

Montreal.

ROPE AND CORDAGE—This market is very strong, and although prevailing prices are unchanged, the increased price of manilla and hemp outside is likely to bring about advanced quotations here. Business is more active. Present prices are: Pure manila, 30 cent basis; British or Beaver manila, 26 cents; sisal, 22½ cents.

Lead Sheets Advance; Zinc Sheets Also

Montreal.

LEAD PRODUCTS.—Small advances have been made on lead sheets, all grades being ½ cent higher. Zinc sheets are advanced one cent. Good business is reported in all lead products and the market rules very firm.

Lead pipe	....	0 15
Lead waste	....	0 16
8 in. and over	....	0 17

Note.—Lead pipe is subject to a discount of 10%.

Lead traps and bends		List plus 10%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb	....	0 13¾
Do., 4 to 8 lbs., sq. ft.	....	0 13½

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	....	0 44½
Solder, strictly, lb.	....	0 41½
Strictly, commercial, lb.	....	0 38½
Solder, wiping, lb.	....	0 37
Solder wire (8 gauge)—		
40-60	....	0 41
45-55	....	0 44
50-50	....	0 47
Zinc sheets, casks	....	0 17½
Do., broken lots	....	0 18

Antimony Advances; Copper Firmer

Montreal.

INGOT METALS.—Markets rule very firmly this week. Antimony is the strongest metal in the market list and has sharply advanced in London. Tin maintains its strong tone. Copper is firmer. Spelter and aluminum are steady and the lead market is unchanged.

ANTIMONY.—Antimony is strongest metal in market list and has sharply advanced in London. Local prices are as follows: English, 14½c, and Chinese, 13c.

TIN.—Tin has maintained its strong tone in London without any marked advance over last week's prices. Local price is 73c.

COPPER.—Copper is firmer. Advances are reported in the London and New York improves. Quotations ruling in this market are 24½c for electrolytic and 24c for casting.

SPELTER.—Spelter is fairly steady and there is no particular feature to report.

LEAD.—Lead remains steady. Market is unchanged and supplies are none too plentiful. 10½ cents is local price.

ALUMINUM.—No change is made on aluminum, which remains firm at 34c.

TORONTO MARKETS

TORONTO, Jan. 29—Sharp advances continue to affect the local market and a heavy list is recorded this week. Among the most important advances are: Shovels and scoops, washing machines, wringers, Wiss shears, firearms, sand paper, lawn mowers, black wire cloth, pliers, gate hooks and strap hinges, saddlery hardware, tap soles and heels, game traps, cow bells, coal tar, liquid roofing cement, curry combs, roofing, sheathing and building paper, lantern globes, wash boards. These are all quoted at advanced prices.

Nails are scarce and prices at present seem unsettled. Rope is held firmly and higher prices would not be unexpected. Crude oil has advanced which may reflect in higher prices in the refined product. Brooms are also showing stronger tendencies.

Paint tendencies are of a firm nature. Varnish shows advances in some makes and the general tendency throughout the entire paint market is for higher prices.

Business is reported to be brisk, notwithstanding the high prices which are prevalent in all classes of merchandise. Some manufacturers state that the present insufficient freight transportation is a considerable drawback, although some of the freight curtailment is usual for this period of cold weather and heavy snowfalls. It is hard to predict just what lies beyond the second half of the present year, although some have confidence that the present prospects will be carried out till the end of the year at least.

Washing Machines and Wringers Jump 5%

Toronto.

WASHING MACHINES AND WRINGERS have advanced approximately 5 per cent. Manufacturers claim this is due to the scarcity of wood, also the higher price of rubber, labor and other factors. It is stated that there is a great shortage of wood which may be due to the war conditions which have prevailed, as in some cases for some manufactured articles it is necessary

NEW PRICES ON PARIS GREEN FOR 1920

This is the season of the year when new prices are considered and usually announced on Paris Green. The manufacturers have considered the following schedules:

Half-pounds, paper cartons	per lb.	56c
One-pounds, paper cartons	per lb.	54c
Half-pound tins	per lb.	58c
One-pound tins	per lb.	56c
Twenty-five-pound drums	per lb.	52c
Fifty-pounds and 100's	per lb.	51c
Kegs of 250 pounds	per lb.	50½c
Barrels of 600 pounds	per lb.	50c

Terms—1% 15 days, or net 30 days.

Above Prices f. o. b. Montreal, Toronto, Hamilton, London, Ottawa, Moncton. St. John and Halifax. For Yarmouth and P. E. I. points add ¼c extra.

to have wood that is cured several years. The new discount is being quoted at 30 per cent. off the list.

Wiss Shear Prices Are Revised Upward

Toronto.

WISS SHEARS in harmony with other steel products are this week quotted at higher prices. The first quality is quoted at a discount of 26 2/3 per cent., while the second quality is quoted at 45 per cent. off the present list.

Firearms Again Show Further Higher Prices

Toronto.

FIREARMS.—Stevens and Winchester makes are this week showing higher prices. The new quotations are as follows: Stevens are quoted at an advance of 92½ per cent. additional to the present list price. This list is dated November 1, 1919. Winchester rifles, 62½ per cent. advance on list, including models rifles 92 and 94, also thumb trigger rifles and model 12 shot guns. On all styles of models Nos. 73, 86, 90, 55, 02, 03, 04, 05, 06, 07 and 10, single shot and shot guns models Nos. 97, 01, 11, the advance on the list is 55 per cent.

Sand Paper and Emery Cloth Are Up About 10%

Toronto.

SAND PAPER.—New prices are being quoted on sand paper which read as follows: B. & A. rolls, 30 per cent. advance on the list. Star and B. & A., flint in reams, 12½ per cent. discount. B. & A. emery cloth, reams, 30 per cent. advance on the list; B. & A. emery paper, 15 per cent. advance on the list.

New Lawn Mower Prices On Taylor-Forbes Make

Toronto.

LAWN MOWERS of the Taylor-Forbes manufacture are now being quoted at advance prices. The new prices are said to be in line with other commodities of wood, iron and steel construction. All of these materials have been showing decided firmer tendency, and many lines have recorded advance where the basic materials consist of these materials. The Adanac lawn mower is quoted at 35 per cent. off the list; all other brands manufactured by this firm are quoted at 25 per cent. off the list.

New Prices Out for Black Wire Screen Cloth

Toronto.

BLACK WIRE SCREEN CLOTH.—New and higher prices are now being quoted for black wire screen cloth; this new price is firmly held and no lower prices are expected at least for the first half of the present year. It has been stated by some that the tendencies are more the other way and higher prices would not be surprising. The present quotation is $3.60 per hundred sq. ft.

Pliers of Whitman & Barnes Make Up 25%

Toronto.

PLIERS and other goods of Whitman & Barnes manufacture have been recorded at advance prices, and will approximate 25 per cent. increase.

Gate Hook and Strap Hinges Again Advance

Toronto.

GATE HOOK AND STRAP HINGES.—New and higher prices have been announced on hook and strap hinges, the advance approximating 10 per cent. The discount is now recorded at 5 per cent. of the list.

Saddlery Hardware Up Approximately 15 to 20%

Toronto

SADDLERY HARDWARE. — Many lines of saddlery hardware have advanced, including snap rings, hames, hame staples, breast straps, whip sockets, horse bits, and other commodities showing an approximate advance of 15 per cent. to 20 per cent.

Oil and Gasoline Firm; Crude Oil Higher

Toronto.

OIL AND GASOLINE, although showing no change in price, are held very firmly and good volume of business is reported. Refiners state that the cost of crude oil has advanced 25 cents per barrel at Pennsylvania, which means approximately 3-4 cent per gal. advance in the crude product, and state they would not be surprised to see higher prices, as this advance will be magnified as the crude oil goes through the different processes of refining till it reaches its destination as a finished product.

Tap Soles and Heels New List Out; Up 10%

Toronto.

TAP SOLES AND HEELS.—Sharp advance has been noted in tap soles and heels and some of the quotations are as follows: Men's solid, size No. 7, net list; No. 9, at 10 per cent. additional to the list; No. 11, at 20 per cent. additional to list, and No. 13, at 30 per cent. additional to the list. Boys' solid sizes, No. 1, net list; No. 3, at 10 per cent. additional to the list; No. 5, at 20 per cent. additional to the list. Women's, No. 3, net list; No. 5, at 10 per cent. additional to the list; No. 7, at 20 per cent. additional to the list.

Game Traps Sharply Revised Upward

Toronto.

GAME TRAPS.—As will be noted on many steel and iron commodities, higher prices are in evidence. This is due to many factors, most of which date back to the recent steel and iron, also the coal strike. The Victor No. 1 Giant game trap is now quoted at $3.25 per dozen with chain. The Jump No. 1, $3.45 per dozen; Hawley Norton, No. 1, at $4.60 per dozen; the Newhouse, No. 1, $6.15 per dozen.

Cow Bells Are Quoted At Sharp Advances

Toronto.

COW BELLS. — Higher prices have been announced on this commodity; these prices were not unexpected, and are more or less in harmony with prevailing prices in similar commodities. The new higher prices are quoted as follows:

COW BELLS.—No. 0, $13.80; No. 1, $15.00; No. 2, $9.20; No. 3, $6.90; No. 4, $5.75; No. 5, $4.60; No. 6. $3.45; No. 7, $2.90.

Brooms Firm — May Soon Change

Toronto.

BROOMS.—Although the boom which was anticipated for the broom business soon after the first of the year has failed to materialize, according to reports from a number of the factories, even though some report that they have all

the orders that they can fill. The wire situation may have handicapped a number of the factories, and it is stated that a number of the factories have reported that they had orders for corn, but they could not ship wire with it, to work it into brooms. The advance in handles is also said to be adding materially to the broom costs, and several factories have put on an advance of 50 cents a doz. during the past few weeks.

Shovels and Scoops Have Advanced 5%

Toronto.

SHOVELS, D SCOOPS. — Higher prices are announced on shovels and scoops. This may be due to the ever-increasing steel and iron market, also the advancing costs of wooden handles. The new list which follows shows the Western freight equalization as well as other extras, including the present new discounts, and reads as follows:

January 27th, 1920.

Prices and discounts subject to change with or without notice.

SHOVELS, SPADES AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain back shovels and spades	45%	45%	45%
Draining tools	45%	45%	....
Hollow back scoops	45%	....	45%
Hollow back shovels	45%	....	45%
Hollow back sand shovels	45%	....	45%
Hollow back coal shovels	45%	....	45%
Riveted back scoops	45%	45%	45%
Miners' spring point	45%	....	....

BLACK LIST PRICES

Per dozen.

Plain back shovels and spades, No. 2 black	$29 00	$28 00	$25 00
Draining tools, No. 2, black	29 00	27 50	.....
Hollow back scoops, No. 2 black	34 50	.....	32 00
Sand shovels, No. 2, black	27 50	.....	24 00
Hollow back shovels, No. 2, black	27 50	.....	24 00
Hollow back coal shovels, No. 2, black	32 00	.....	30 00
Riveted back scoops, No. 2, black	37 50	35 50	34 00
Miners' spring point, No. 2, black	36 50	.....	.....

The following extra applies: For each consecutive size larger than No. 2, add 35c per doz. net; full polished, add $1 per doz. net; half polished, add 50c per doz. net.

Handles (all kinds), $6.75 per dozen.

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

On shipments of less than 5 dozen, f.o.b. factory only.

Provinces of Manitoba, Alberta, Saskatchewan and British Columbia.

On plain back shovels, spades, draining tools, hollow back shovels and scoops: 50c per dozen freight allowed to Winnipeg and West thereof.

Riveted back scoops and miners' spring point riveted shovels: Actual freight from factory point but not to exceed 15c per dozen in Provinces of Manitoba, Alberta and Saskatchewan; and not to exceed 25c per doz. to British Columbia.

Where jobbers in East ship out of stock to North Western points no freight allowance will be made.

Where jobbers in East order shipments to North Western points direct from factory, the above allowance may be made.

Scrap Materials Firm; Show Strong Undertone

Toronto.

SCRAPS AND WASTE MATERIALS are showing strong undercurrents. Although the price has shown no change so far, it is being held very firmly. Jobbers state that higher prices in the near future may not be unlikely. Especially is this true of the scrap metals, it is stated.

The scarcity of waste paper, rags and like materials are said to be causing paper industries, etc., no little inconvenience, and manufacturers of products from these materials claim that the higher prices they are forced to charge are mainly due to this prevailing shortage and other factors.

The present quotations are as follows:

DEALERS' BUYING PRICES

Pipe scrap	....	11 00
Stove plate, per ton	....	18 50
No. 2 busheling	....	13 00
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	24 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes....	....	0 06
Overseas, lumbermen's rubber boots	....	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 08
Tea lead	....	0 04
Heavy lead pipe	....	0 05¾

Solder Firm, Unsettled; Other Products Firm

Toronto.

LEAD AND ZINC PRODUCTS. — These commodities continue to rule at a firm and somewhat unsteady price, although the basic metals are of a fluctuating nature. The demand is said to be very good for this season of the year and a good volume of business is being looked forward to for at least the first half of the present year. The following are the quotations:

Lead pipe, list, per lb.	....	0 15
Lead waste pipe, list, per lb.	....	0 16
Do., over 8 inches, list, per lb.	....	0 17
Above subject to discount of 10%.		
Lead traps and bends	....	add 10%
Lead wool, lb.	....	0 16
Lead sheets. 4 to 6 lbs., sq. ft., in rolls, lbs.	....	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, guaranteed, lb.	....	0 43
Solder, strictly, lb.	....	0 40½
Solder, commercial, lb.	....	0 38
Zinc sheets,, per lb.	....	0 19
Solder, wiping, lb.	....	0 36¾
Solder, wire, lb.	....	0 44¼

Iron and Steel Bars Show No Improvement

Toronto.

IRON AND STEEL BARS.—The situation on this commodity has not improved and bars of both iron and steel are reported scarce.

Some jobbers claim they have been promised fair delivery, but owing to the scarcity of freight transportation their stock is still very low. No lower prices are looked for at present, in fact, jobbers state that higher prices during the second half of the present year would not be unexpected. The following are the present quotations:

Common bar steel 3-16 and light .	....	5 25
Com. bar steel, ¼ in. and heavier	....	4.75
Com. bar iron 3-16 in. and lighter	....	5 25
Com. bar iron ¼ in. and heavier	....	4 75
Angle base	....	5 00
Horseshoe iron	....	5 25
Tire steel	....	5 20
Mild steel	....	5 00
Norway iron	....	15 50
Toe caulk iron	....	5 95
Sleigh shoe steel	....	5 00
Band steel	....	5 00
Spring steel	....	12 00
Mining drill steel	....	30 50
Sheet cast steel	....	0 95

Corrugated Sheets Firm; New Prices Steady

Toronto.

CORRUGATED SHEETS.—The situation on this commodity remains unchanged and the new prices which went into effect last week are holding at very firm prices.

The pronounced shortage of flat sheets is said to be one of the main reasons for the higher prices, as well as the higher costs of labor, etc. Manufacturers state that freight shortage is also a decided factor in the case. The following are the prevailing quotations:

	Per 100 square feet	
Corrugated Sheets—	Gal'zd.	Painted
No. 28 gauge	$9 25	$7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

Discount, 7½ per cent.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equallized on Montreal.

Boiler Tubes Active; Price Remains Unchanged

Toronto.

BOILER TUBES. — The demand for this commodity continues to be very brisk and jobbers state that the cold weather has materially assisted sales, although they claim that the delivery from the mills has been very poor.

The present price remains very firm and the tendency is reported to be of an advancing nature and higher prices would not surprise many.

The following are the present prices:

	Per 100 feet	
BOILER TUBES—	Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	29 50	.....
1½ inch	31 50	.....
1¾ inch	32 00	$28 00
2 inch	31 00	27 00
2¼ inch	35 00	29 00
2½ inch	43 00	33 50
3 inch	50 00	42 00
3¼ inch	.....	49 50
3½ inch	63 00	46 50
4 inch	80 00	59 00

Rope Materials Show Strong Tendencies

Toronto.

ROPE continues to sell at a very firm price. This is due to the ever-increasing prices of the raw materials. Although business has been quiet these last few weeks, this is looked on as seasonable and heavy Spring business is being looked forward to by many in the very near future. It is hard to state just what the conditions will be when the rope begins to move in larger volume. Some believe that higher prices would not be unexpected.

Coal Tar, Crude and Refined, Goes Higher

Toronto.

COAL TAR, crude and refined, have been reported at higher prices this week and are quoted at: Coal tar, refined, $8.50 per barrel, while the crude is quoted at $7.25 per barrel.

Liquid Roofing Cement Revised Upward

Toronto.

LIQUID ROOFING CEMENT. — Higher prices have been put into effect for this commodity and the new prices are holding at a firm figure, which read as follows: One barrel lots per gallon, 55 cents; five to ten-gallon lots, per gallon, 70 cents; one gallon lots, per gallon, 90 cents; cases of 12 one-gallons are now quoted at $9.60 net per case.

Salamanders Move; Raw Materials Scarce

Toronto.

SALAMANDERS are beginning to show considerable activity. This is said to be due to the changeable weather and many are requiring these to dry up the plaster of walls, etc.

The makers say that on account of the shortage of raw materials, they experience difficulty in supplying the present demand. The grates are said to be very hard to procure owing to the shortage of raw material and labor; the foundries being rushed to capacity with other work, it is said.

Curry Combs Show New Higher Quotations

Toronto.

CURRY COMBS.—Higher prices have been announced on this commodity, which are as follows:

No. 111, $1.65; No. 121, $2.10; No. 127, $2.40.

CATTLE CARDS.—No. 98, $2.15; No. 100, $3.00.

Sheets and Plates Tight; Prices Firm

Toronto

SHEETS AND PLATS.—Jobbers express the situation on this commodity as tight, and claim that the scarcity is still prevalent. A new factor recently has entered the situation in the way of freight shortage. As is often the case during the cold weather and heavy snow storms, freight deliveries are seriously delayed, making any deliveries that were ready to ship hard for them to be transported.

Jobbers claim the demand was never so heavy as at the present time, and expect the situation might be slightly worse as the warmer weather comes on, figuring on the present demand being larger than the supply, which is usually the reverse from this season of the year. The new prices are as follows:

BLACK SHEETS—

14 gauge	8 00
16 gauge	8 00
18-20 gauge	7 45
22-24 gauge	7 45
26 gauge	7 60
28 gauge	7 70
3-16 inch plate	....
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—

	Premier		Apollo	
10¾ oz	$9 50	$10 00	$9 50	$10 45
U.S. 28	9 10	9 60	9 10	9 75
U.S. 26	8 80	9 30	8 80	9 40
22 and 24	8 65	9 15	8 65	8 20
18 and 20	8 50	9 00	8 50	9 00
16	8 35	8 85	8 35	8 80
12 and 14	8 20	8 70	8 20	8 55

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Nails, Wire and Cut, Are Holding Firm, Unchanged

Toronto.

NAILS.—Cut and wire nails are in a very unsettled condition, it is stated. Although no change in prices is at present noted, there are some indications that higher prices may yet be announced. Manufacturers claim there is considerable demand in the United States for Canadian nails. Some of this demand may be caused by the advantageous exchange situation, but it is believed the main factor is the decided scarcity directly due to the recent steel and coal strikes. The present price on wire nails is $5.20 base, f.o.b. Toronto, while cut nails are quoted at $5.85, f.o.b. Montreal, with no freight equalization.

Barrett's Products, Some Lines Up 10%

Toronto

BARRETT'S PRODUCTS. — Some lines have been advanced 10 per cent., and in the case of roofing the advance will approximate 15 cents per roll, net. For the new quotations, see current market quotation pages.

Iron Rivets and Burrs Are About 5% Higher

Toronto

IRON RIVETS AND BURRS have advanced 5 per cent., and the new prices are: 7-16 diameter and smaller, 32½ per cent. discount off the list.

Lantern Globes Advance; New Quotation $1.15 Doz.

Toronto

LANTERN GLOBES have been advanced and higher quotations are now in effect. The new prices are said to be due to the scarcity of glass and the higher cost of manufacturing. The Cold Blast, long and short globe, are now quoted at $1.15 per dozen; 3 dozen cases at $1.10 per dozen; and 6 dozen cases at $1.05 per dozen.

Escutcheon Pins Up; Brass 5%, Steel 45% Off

Toronto

ESCUTCHEON PINS.—Brass and steel are reported at higher prices. The new quotation on steel is 45 per cent. off the list, while the brass is quoted at a discount of 5 per cent.

Tacks of Various Kinds Have Been Advanced

Toronto

TACKS. — As HARDWARE AND METAL goes to press, it is learned that tacks of nearly all kinds have advanced. This is said to be due to the scarcity of steel and other factors. The new prices will be published at a later date.

Ingot Metals Quiet; Prices Remain Firm

Toronto

INGOT METALS—The whole list as shown below continues at unchanged prices. Jobbers state that stocks are rather light, and while the demand at this period is usually quiet, the present demand is seasonably good.

SPELTER continues to remain at 12 cents per pound, with a limited demand offering.

LEAD shows no change in price, although recent figures have been of a fluctuating nature. The present quotation continues at 10½ cents per pound.

COPPER remains unchanged. A good demand is noted, the present price being quoted at 25 cents per pound, which is said to be a reasonable figure.

TIN is showing a good seasonable demand, although the price remains unchanged. Stocks are reported low.

ANTIMONY.—A fair movement is noted on antimony, and the demand continues to be a fair one. The present price is 12 cents per pound.

ALUMINUM remains quiet, with low stocks reported; the price being quoted is 34 cents per pound.

LONDON MARKETS

Cut Nails Advance 40c Keg, Wire Nails Scarce

London, Ont.

CUT NAILS are reported at an advance of 40 cents per keg over the base price. The nail situation generally is more or less unsettled. This is said to be due to the scarcity caused by recent strikes and disturbances, etc., as well as the persistent heavy demand. Cut nails are now quoted at $6.25 per keg f.o.b. London, Ont. Wire nails are quoted at $5.20 f.o.b. London, Ont.

Manila Rope Firm, May Be Higher Prices

London, Ont.

ROPE. — Notwithstanding the very firm prices and slight advances in the manila fibre, rope continues to sell at unchanged prices. During the past few weeks rope has been seasonably quiet. However, the new business is beginning to come in and rope is beginning to show more activity. The following are the present quotations:

Pure manila, 31 cents base; Beaver manila, 26 cents base; New Zealand hemp, 26 cents base; Sisal, 22½ cents base.

Screen Wire Cloth, New Prices Issued

London, Ont.

SCREEN WIRE CLOTH.—New and advanced prices are noted this week on this commodity. This may not surprise many, as the markets throughout the wire commodities have been showing higher tendencies. The new advance approximates 35 cents for 100 sq. ft., the new base now being quoted at $3.60 per 100 sq. ft. for black.

Ready Roofing Scarce Advances About 20c Roll

London, Ont.

ROOFING.—Prices are very firm and some lines have advanced from 10 to 20 cents per square. Manufacturers claim that raw material for making the felt is very scarce. They also claim that the difficulty for getting the asphalt has increased and also is costing more money. This, coupled with the higher cost of labor and other factors, may be the reason for the present firm prices, which at present are showing higher tendencies.

Hand and Compass Saws Have Been Marked Up

London, Ont.

HAND AND COMPASS SAWS of Shurly Dietrich and Disston makes are now quoted at higher prices. Some of the better known lines are quoted as follows:

Shurly Dietrich Hand Saws—No. 4½ x 18 in., $19; 20 in., $21.75; 22 in., $23.45; 24 in., $25.70; 26 in., $2.95 each.

Compass Saws, No. 19 x 12 in., $3.75; 14 in., $4.00; No. 20 x 12 in., $3.50; 14 in., $3.75; No. 108 x 12 in., $6.65; 14 in., $6.90 dozen.

Back Saws, No. 7 x 10 in., $16.50; 12 in., $19.25; 14 in., $22.00; 16 in., $24.75; No. 2 x 10 in., $22.70; 12 in., $25.50; 14 in., $28.20; 16 in., $31.00 per dozen.

Disston, D8 x 18 in., $30.55; 20 in., $33.60; 22 in., $36.15; 24 in., $38.75; 26 in., $40.70 per dozen.

Cistern Pumps Again Advance, New Price Firm

London, Ont.

CISTERN PUMPS are quoted at higher figures. The new net advance prices are quoted as follows:

Open spout, No. 1, $2.75 each; No. 2, $3.10 each; No. 3, $3.40 each. Closed spout, No. 1, $3.00 each; No. 2, $3.35 each; No. 3, $3.70 each.

Sap Spiles, Eureka Brand, Now Quoted $15 M

London, Ont.

SAP SPILES, EUREKA.—New and higher prices have been announced on this line, which are as follows:

New price, $15.00 M.; $1.60 per 100.

Thermos Bottles and Lunch Kits Advance

London, Ont.

THERMO BOTTLES AND LUNCH KITS.—New and higher values have been announced on this commodity, and it is stated that this is due to the higher prices, and great scarcity in the glass market and the higher cost of labor and other production charges. Some of the better known lines are quoted at net prices, as follows:

Pint bottles, No. 11, $1.86 each; quart bottles, No. 11, $3.05 each; lunch sets, No. 396, $3.20 each; No 400, $3.20 each; pint refills, No. 61C, $1.35 each; pint refills, 61-2C, $2.20 each.

Lawn Mower Prices Have Been Adjusted

London, Ont.

LAWN MOWERS of the Taylor-Forbes make have been advanced, and new higher prices are now in effect. This is said to be due to the increased cost of production, due to the higher cost of raw material, labor and other incidentals. The new discount is 25 per cent. off the list for the Daisy, Star, Woodyatt and the Empress.

Sand Paper and Emery Cloth and Papers Up 5%

London, Ont.

SAND PAPER AND EMERY CLOTH —Prices have been revised on these lines and are now quoted at 12½ per cent. off the list for B. & A., also the Star brand sandpaper, while the emery cloth, B. & A. make, is selling at an additional 30 per cent. added to the list.

Agricultural Wrenches Prices Advance Sharply

London, Ont.

AGRICULTURAL WRENCHES. — New and higher prices are now being quoted on this line. As will be noted, many lines containing a large percentage of iron and steel are showing higher tendencies or advanced prices. The new net prices on agricultural wrenches are as follows:

6 in. $6.90, 8 in. $8.25, 10 in. $9.65, 12 in. $12.40, 15 in. $16.50 dozen.

Hockey Sticks Scarce, Showing Big Demand

London, Ont.

HOCKEY STICKS.—The supply of hockey sticks is reported to be very limited and a big demand is reported. Jobbers state that many of the retailers held back their orders, instead of booking as usual. This, they claim, did not give the manufacturers a chance to gauge the requirements for the season. The wood used in their manufacture is also said to be scarce. Some of the quotations are:

Boys' 1st, $2.20 dozen; Practice, $3.75 dozen; Varsity, $4.60 dozen; Championship, $6.50 dozen.

Rifles and Shot Guns; New Prices Herewith

London, Ont.

RIFLES AND SHOT GUNS of the Remington make are again recorded and are at present quoted at the prices shown below. The high price of firearms is said to be due to the diminished production during the war, with a present heavy demand from all quarters, also the shortage of raw materials to manufacture them with, besides the reported labor shortage. The prices on some of the better-known lines are as follows:

Shot Guns, No. 10A, $62.40 each.

Rifles, No. 6 x 22 cal., $10.70; 12A x 22 cal., $29.17; 12C x 22 cal., $32,72; 14A, high power 30-32-35 cal., $59.77 each.

Washing Machine Prices Jump Approximately 5%

London, Ont.

WASHING MACHINES—An advance is reported this week in washing machines, which will approximate 5 per cent. This is said to be due to the scarcity of wood. Manufacturers state there is not enough wood cut to supply the heavy demands, and in some cases it takes several years for the wood to be prepared before it can be manufactured into the finished product. The new discount is 30 per cent. off the list.

Clothes Wringers Again Jump; Now 30% Off List

London, Ont.

CLOTHES WRINGERS. — Higher prices have been announced on clothes wringers. This is due, it is stated, to the serious situation, also the advancing cost of rubber, labor and other factors. The advance will approximate 5 per cent., the new discount now being quoted at 30 per cent. off the list.

Game Traps Have Been Revised Upward

London, Ont.

GAME TRAPS.—Higher prices are announced on game traps. This is said to be due to the higher cost of steel and production, also the exchange situation, which has quite a heavy bearing on many steel products. The new prices on some of the better-known lines are as follows:

Victor with chain, No. 0, $2.20; No. 1, $2.60; No. 1½, $3.85; No. 2, $5.40; No. 3, $8.35; No. 4, $10.00 dozen.

Oneida Jump with chain, No. 0, $2.90; No. 1, $3.45; No. 1½, $5.15, No. 2, $8.50.

H. and N. Traps with chain, No. 0, $3.90; No. 1, $4.60; No. 1½, $6.90; No. 2, $9.65; No. 3, $12.85; No. 4, $15.15 dozen.

New House, with chain, No. 1, $6.15; No. 1½, $9.25; No. 2, $13.70; No. 3, $18.20; No. 4, $21.50 per dozen.

Screw and Strap Hinges Prices Again Advance

London, Ont.

SCREW AND STRAP HINGES.—Higher prices have been announced on screw and strap hinges, which will approximate an advance of about 10 per cent. The new discount is now quoted at 5 per cent. off the list.

Paris Green Prices 2c Higher, New Prices Out

London, Ont.

PARIS GREEN.—The new prices have been announced on paris green, which show an advance of 2c over former prices. Some of the new quotations are as follows: ½ lb. pkgs., 56c lb. net, cash.; 1 lb. pkgs., 54c; 25 lb. drums, 52c; 50 lb. drums, 51c; 100 lb. drums, 51c.

Linseed Oil Firm; No Change in Price Noted

London, Ont.

LINSEED OIL continues to hold at a very firm price. It would be very hard to foretell just what the future will show for prices of this commodity, as there are so many factors at present bearing on the situation. The shortage of railroad cars and shipping facilities at present seems to be one of the main factors. Crushers state that owing to wheat and some other grains having precedent over other commodities that the seed is not coming forward in the quantities they require. Many are of the opinion that no lower prices will take effect, at least not immediately. The following are the present quotations:

Raw, 1 to 2 bbls., $2.57 gal.; 3 to 5 bbls., $2.56 gal.; 6 to 9 bbls., $2.54 gal. Boiled, 1 to 2 bbls., $2.60 gal.; 3 to 5 bbls., $2.59 gal.; 6 to 9 bbls., $2.57 gal. Less bbls., add 15 cents gallon.

Turpentine Firm Price Unchanged, Scarce

London, Ont.

TURPENTINE shows no changes over the high quotation already in force. It is doubtful if rosins and turpentine have ever had a stronger position than they hold at the present time. Some believe that fresh supplies for months to come, at least, will be below consumption and claim that the supplies on hand are being eaten into from day to day.

Jobbers state that the producers have comparatively meagre stocks on hand, although they claim they are not surprised at the present firm situation, owing to conditions which have been prevailing for some time past. The present quotations are as follows:

4 barrel lots, $2.95; 2 to 4 barrel lots, $2.94; 5 gallon lots, $3.10, Imperial gallon.

White Lead in Oil Firm; Remains Unchanged

London, Ont.

WHITE LEAD IN OIL continues to hold at firm price. Paint manufacturers and corroders state that they often find it difficult at times to supply the heavy demands. The present price, although it is said to be high, is in harmony with the higher cost of raw material and labor, it is stated. The present price is as follows:

Pure, tons, $18.45 per 100 lbs.; less tons, $18.-80 per 100 lbs. Elephant, tons, $18.95 per 100 lbs.; less tons, $19.30 per 100 lbs.

Putty Remains Firm, Present Price Steady

London, Ont.

PUTTY shows no change this week, although the present price is held very firmly. The quotations are as follows:

Standard, 100 lb. drums, $7.30; 25 lb. drums, $7.55 per 100 lbs. Pure, 100 lb. drums, $9.80; 25 lb. drums, $10.05 per 100 lbs.

Window Glass Firm; Plate Glass Very Scarce

London, Ont.

GLASS.—Stocks of glass continue to be very light and many jobbers are reporting great scarcity. Plate glass is practically off the market in some sizes, and jobbers generally are only quoting prices from day to day. The following are the present discounts on window glass.

Single dia., 20 per cent. off list; double dia., 20 per cent. off list; cut lights, 40 per cent. off new list.

WINNIPEG MARKETS

Barbed Wire Again Shows 15% Advance

Winnipeg.

BARBED WIRE. — Following the trend of previous weeks' prices, this commodity again shows a further advance of 15 per cent.

The new prices ruling are: 4 pt. Lyman, at Ft. William, $5.60; at Winnipeg, $6.00. Glidden Cattle, at Ft. William, $5.60; at Winnipeg, $6.00. Baked Cattle, at Ft. William, $5.35; at Winnipeg, $5.70.

Turpentine Jumps; Now 35c Per Gallon Higher

Winnipeg.

TURPENTINE.—This line has recently shown steady and heavy advance and again features in this week's changes, showing a further substantial advance of 35c per gallon.

The new prices are quoted at: Turpentine—Bbl. lots, per gal., $3.00; cases of 2-5s, $31.25; cases of 1-5, $15.70.

Cut Nails Show 85c Increase Per Keg

Winnipeg.

CUT NAILS.—Following previous advances on nails, cut nails show a somewhat heavy advance of 85c per 100 lbs. This change will, it is expected, evince little surprise, as this line has shown advances in the past few weeks and further changes have not been unexpected, owing to the present condition of the iron and steel markets.

The week's quotations are: Cut nails, base, $7.90 per 100 lbs.

Hand Saws Advance Approximately 10%

Winnipeg.

HAND SAWS.—Disston's hand saws show new activity for the week, to the extent of an approximate 10 per cent. increase.

The new prices are:

Disston's hand saws, per dozen, No. 120, 26 in. hand, $65.40; 28 in. rip, $69.70; 20 in. panel, $55.05; No. 12, 26 in. hand, $53.00; 28 in. hand, $57.65; 28 in. rip, $57.65; 20 in. panel, $41.75; No. D8, 26 in. hand, $40.70; 26 in. rip, $40.70; 28 in. rip $46.50; 18 in. panel, $30.55; 20 in. panel, $33.60; 22 in. panel, $36.15; 24 in. panel, $38.75.

Gasoline Torches and Fire Pots Advanced 6½%

Winnipeg.

FIRE POTS AND TORCHES come to the fore with an approximate showing of 6½ per cent. advance on old quotations on the Clayton and Lambert make.

Gasoline Torches—No. 31, $10.05 each; No. 37, $9.00 each; No. 32, $10.55 each; No. 48, $12.15 each; No. 47, $11.60 each.

Gasoline Fire Pots.—No. 20, $10.95 each; No. 5, $16.40 each; No. 72, $16.40 each.

Cold Blast Lanterns' New Prices Are Up 50c

Winnipeg.

COLD BLAST LANTERNS. — The activities of the week show new prices that are a 50c advance per dozen on former lists.

This week's quotations are: Cold Blast lanterns, No. 2, plain, $13.50; No. 3, plain, $13.50; No. 2, japanned, $14.25; No. 2, coppered, $16.50; No. 4, B.W., $16.50.

Shotguns And Rifles Are Up About 30%

Winnipeg.

RIFLES AND SHOTGUNS in the past have shown heavy changes, and practically all makes in this class of goods have, in the last few years, advanced rapidly and in such high proportion that prices have been quickly doubled and trebled. This condition was, to some extent, to be expected, owing to the war,

The lines effected are quoted as follows:

Winchester Shotguns. — Model 1912, repeating, standard, $63.00; Tournament, $93.00; Trap, $114.00; Model 1897, repeating, $50.75; 12Ga. T.D., $55.10; Model 1879, repeating, 16Ga T.D., $55.10; Model 1901, $55.10.

Remington Rifles.—No. 6, $11.00; No. 4, $16.50; No. 43, $21.00; No. 12A, $30.00; No. 12B, $33.85; No. 12C, $33.85; No. 12CS, $33.85; No. 14A, $61.85; No. 14R, $61.00; No. 14½A, $61.85; 14½R, $61.00.

Padlocks Are Marked Up 10% On Previous Lists

Winnipeg.

PADLOCKS.—In locks and padlocks price changes have been continually noted from time to time. What changes have occurred have, in most cases, been in the nature of an advance. On the whole, however, this class of goods are said to be in proportion with other lines.

The latest listings are:

Corbin padlocks, per doz., No. 2879A, $21.95; No. 2880A, $24.60; No. 2881A, $30.45; No. 2881¼A, $36.95; No. 2882A, $36.50; No. 2882AC, $38.95; No. 2882¼A, $43.00; No. 2882¼AC, $45.40; No. 2883A, $44.35; No. 990, $20.00; No. 990C, $21.95; No. 02827, $8.20; No. 02827C, $9.00; No. 02992¾, $11.75; No. 02992¾-MK, $14.85; No. 9925E, $5.75; No. 9925-EC, $7.40; No. 02990, $5.45.

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

69. A firm of hardware importers of London, England, who have been acting as agents for Canadian manufacturers, are receiving heavy inquiries for hickory wood shoe and boot stiffeners, bevelled, cut and steamed to curve.

These stiffeners are wanted in the following dimensions: 4½-inch by ⅞-inch, 15 million pieces; 4-inch by ¾-inch, 10 million pieces; 3½-inch by ⅝-inch, 10 million pieces, packed in bags of 30,000 pieces. Price is required c.i.f. Havre.

71. **Shoe finding trade, wire mattress making, wood box making.**—A firm of hardware importers in London, England, who have acted for Canadian manufacturers, desire to obtain supplies of all kinds of goods connected with the above-mentioned trades.

90. **Steel and metal and chemical products.**—A firm of steel and metal importers in France would be glad to enter into relation with Canadian manufacturers able to supply steel and metal and chemical products for France with sufficient production to do considerable business with the continent of Europe. They also desire to be supplied with pig-iron, billets and semi-products in various iron and steel manufactures. They would particularly like to get into communication with manufacturers who would be willing to sell them their whole annual production. They invite any Canadian manufacturer who is visiting France to call on them.

95. **Woodenware.**—A Yorkshire firm wish to get into touch with Canadian manufacturers of wooden handles of all kinds, clothes pegs, and other household woodenware, of which they are buyers.

97. **Glass shades, bowls, etc.**—A Midlands company manufacturing electric light fittings are desirous of hearing from Canadian manufacturers of glass shades, bowls, etc., to work in with these metal fittings.

99. **Hardware.**—A London firm seek the agencies of Canadian manufacturers of articles suitable for the wholesale hardware trades in England and Scotland, notably meat mincers, aluminum teapots, etc., and electric bells.

104. **Portable houses.**—A firm in New York desire to be brought in touch with Canadian manufacturers of portable houses, i.e.' knockdown buildings for export.

107. **Electrical material.**—A firm in Milan, Italy, would act as exclusive representative for Canadian firms dealing in electrical goods and electrical heating apparatus, etc.

108. **Accessories for electric installations, aerial installations, and electrical heating apparatus.**—A manufacturing company in Milan, Italy, would be glad to hear from Canadian firms dealing in the above-mentioned articles.

109. **Electrical material for internal and external installation.**—A Milan house wishes to get in touch with Canadian firms exporting electrical material for internal and external installations.

110. **Electrical material for installations.**—A Milanese house would be willing to buy from Canadian firms manufacturing the above or act as their agent in Italy.

111. **Plumbers' supplies, sanitary ware.**—A firm in Milan, Italy, desire to hear from Canadian houses manufacturing water-closets, baths, washstands, taps, iron tubes for gas and water, etc.

112. **Electrical material, telephonic apparatus, electrical heating apparatus.**—A Milan, Italy, house would buy on its own account and also act as agent for Canadian houses dealing in electrical material, telephonic apparatus, and electrical heating apparatus.

113. **Electrical material.**—An important company in Milan, Italy, wish to get in touch with Canadian firms which export all kinds of electrical goods.

114. **Electrical material and plumbers' supplies.**—A Milanese house wish to buy in Canada electric material for installation, water-closets, washstands, tubes, taps, etc.

115. **Electrical material machinery.**—A firm in Turin, Italy, with branch offices in Genoa, are willing to buy electrical material and electrical machinery in Canada. Would also act as representative.

116. **Electrical machinery and accessories.**—A Turin, Italy, house would be glad to get in touch with Canadian houses dealing in electrical machinery and accessories.

117. **Electrical material, hardware, etc.**—A firm in Turin, Italy, would be willing to buy in Canada electrical material, hardware, etc.

118. **Fire-extinguishing machines, woodworking machinery, electric machinery, etc.**—An important firm in Naples, Italy, would act as commission agents for Canadian firms dealing in the above.

119. **Copper wire and tubes and copper and brass sheets, etc.**—An agent in Milan, Italy, would be glad to represent Canadian firms in copper wire and tubes and copper and brass sheets, etc.

120. **Electrical material and machinery.**—A firm in Naples, Italy, desire to buy in Canada electrical material and machinery.

121. **Electrical material and telephones.**—A firm in Naples, Italy, would buy on its own account or act as agent for Canadian firms manufacturing electrical material and telephones.

122. **Electrical material.**—A Genoa, Italy, house is desirous of buying in Canada electrical material.

123. **Electric lamps and electrical material.**—A firm in Rome, Italy, would be glad to represent Canadian houses exporting electric lamps and electrical material.

124 **Electrical material.**—A house in Naples, Italy, would like to secure an exclusive agency for electrical material.

125. **Electrical material and telephones.**—A firm in Naples desire to represent Canadian firms exporting electrical material and telephones.

Copp Stove Repairs

Armstrong, Smyth & Dowswell, Limited, Regina, Sask.—Please advise us as to where we can procure repairs for the Copp Stove.

These may be procured from MacIntyre & Taylor, Toronto, Ont.—Ed.

Manufacturers of Woodenware

Frank D. C. Richards, 79 Cromwell Terrace, Swansea, South Wales.—Kindly advise us as to the names of manufacturers of clothes' pegs, washing boards, brooms and handles of Canadian manufacturers.

We would refer you to the following: Wm. Cane & Sons, Limited, Newmarket, Ont.; E. B. Eddy Co., Limited, Hull, Que.; Otterville Mfg. Co., Ltd., Otterville, Ont.; Dowswell, Lees & Co., Hamilton, Ont.; Megantic Broom Co., Lake Megantic, Que.; Stratford Mfg. Co., Stratford, Ont.; J. H. Still Mfg. Co., St. Thomas, Ont.; St. Marys Wood Specialties, St. Marys, Ont.; E. B. Estes & Sons, St. John, N. B.—Ed.

House Plans

American Consul, Kingston, Ont. — Please advise us as to where we can get drawings of what is known as Quadruplex Bungalow.

The Ontario Housing Commission are preparing a new report on the work completed during 1919 under the Act in booklet form, which will contain cuts of about 40 houses, and also working drawings of houses which have been actually built under the Act. The booklets will be ready during the month of February and may be had on application. —Ed.

Lunch Boxes

Smith & Chapple, Ltd., Chapleau, Ont.—Kindly advise us as to where we may procure tin lunch boxes for railroad firemen with oval lifting tops and enamel trays.

These may be procured from the following: The McClary Mfg. Co., Ltd., London, Ont.; Thos. Davidson Mfg. Co., Ltd., Montreal, Que.; Sheet Metal Products of Canada, Ltd., Toronto; E. T. Wright & Co., Hamilton, Ont.—Ed.

House Plans

J. W. Fleming & Son, Blenheim, Ont. —Please advise us as to where we could secure a book or booklet of plans for houses, such as are being used by Housing Commissions.

We would refer you to the Ontario Housing Commission, Mr. Ellis, Parliament Bldgs., Toronto.—Ed.

Preparation is Important

Tell Your Customers How to Get the Surface Ready and About the Importance of Painting Properly and Regularly—Big Business Offering All Over the Country in New and Old Buildings

IN SPITE of the large amount of painting done last season, and many hardware merchants made new records in paint sales, they are looking for even greater business in 1920. Conditions justify their belief, as there is little doubt that all over Canada there are thousands of cases where property is literally crying for paint. The need for a coat of paint to protect it from the insidious forces of the elements is obvious, and with the value of buildings being driven home more forcibly every day, and by the steadily increasing cost of lumber and other materials, people are realizing as never before that paint is the very cheapest and best protection they can apply.

WILL HELP BUSINESS

There are two things that will add momentum to this movement. One is advertising, pointing out forcefully the heavy losses that may be sustained by neglecting painting. The other is an educational campaign based on the idea of having people investigate for themselves the conditions that wooden and other buildings are in through neglect. Once they are impressed with the ravages that the elements are working, and the quickness with which materials are destroyed, it is only a question of following them up. Even this is often not necessary.

APPRECIATE ADVICE

The men who are handling paint have stated to HARDWARE AND METAL time after time that once people are brought to a realization of what is happening through not painting they are very keen to get busy and make up for lost time. In this connection it is very important if the best results are to be obtained that the merchant advise them about the best methods of preparing work for finishing. There is another side to this question also, and that is the protection necessary for the very large number of new dwellings that were built last year and that will in all probability go up this year.

TELL THEM HOW

If the dealer would question the prospective paint user occasionally he would find a number of considerations which should be taken into consideration in selling his customer a bill of paint, and by learning more about the paint business himself he would be in a better position to advise his customers and have less cause to write in to manufacturers.

SHOULD BE SHELLACKED

On a new house all the coats should be shellacked. There is a difference of opinion as to when shellacking should be done. In olden times all shellacking was done before the primer was put on. While the daubing of a knot on the side of a house seems to be a simple operation, it has been considered too simple in the past and disastrous results have been obtained on many otherwise good paint jobs on account of not giving more consideration to the shellacking of knots and pitchy places. It is not wise to follow the custom of daubing a knot and then painting right over it. Give the shellac time to dry and bad results, will not accrue from careless workmanship. Shellac should be applied smoothly and not daubed on.

TO GET RESULTS

Good painting is more than the laying on of paint. Experienced painters say that the less paint that is put on at each operation consistently with the proper covering of the ground, the better will be the ultimate result. Less paint and more painting is a good plan to work on sometimes.

DIFFERENT LOCATION

It is important that the merchant should ascertain from the prospective buyer details about the location and design of the structure to be painted. A house, for instance, that is standing alone in the country must have different treatment than a house such as is usually found in the city, protected on both sides by adjoining houses. In this case the most severe exposure comes on the front and back. It is not right to suppose that if two coats of paint are ample to make a good job of the city premises under the conditions mentioned that the same amount would protect a house in the country exposed on all four sides and very often subject to extremely heavy winds, which will drive snow against it with almost the force of a sandstorm. The surface of the house in the country will not be in the same condition as that of the protected city dwelling, and it is necessary often to find out all that can be found out about the conditions to be met, and then consider carefully the preparation of the work.

ENEMY OF PAINT

The greatest enemy to paint is moisture, and great care should be taken that there is no moisture present in or on the surface when paint is applied. When water is present underneath paint exposed to the direct action of the sun's rays, vapors are generated which frequently in their effort to get out either rupture the paint or loosen it from the surface so as to destroy its efficiency.

Very often painters will stop work until a shower blows over and then proceed to paint over the wet surface. The strong sun will come out and attack this surface, and blistering will take place.

MANY VARIETIES

Of all surfaces that paint is designed for, lumber offers the greatest number of unknown quantities, owing to its variety in kind and condition. The main constituent of wood is ligno-cellulose; it also contains water, extractives and mineral matter. The extractives and water are both repellent of paint. The problem involves more than two unknown quantities and it can be solved only by an orientation of all the factors involved and then undertaking to control them.

MOORE'S Guaranteed PAINTS

A quart is sufficient for the average small car.

"Save the surface and you save all" *Paint & Varnish*

Moore's Automobile Finish

A Durable, Lustrous Enamel that renews the appearance of Automobiles and makes them look like new.

Easy to apply. Self-levelling and dries over night.

Made in Black — Oriental Yellow — Auto Gray — Emerald Green — Vermilion — Jockey Red — Wine Color — Cobalt Blue — Brewster Green.

Made in Black—Blue—Yellow—Green—Red.

Moore's Wagon & Implement Paint

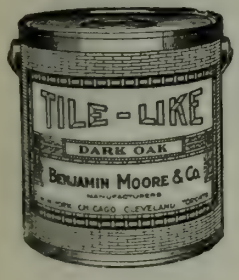
Specially prepared for Wagons, Carts, Ploughs, Mowing Machines and all other agricultural implements.

Produces a rich gloss, hard-wearing surface.

Profit Makers for the Dealer

A Moore Agency means BETTER BIGGER PRICES PROFITS

Color Cards and Prices on Request



Benjamin Moore & Co. LIMITED

Paints, Varnishes and Muresco

Toronto

Maritime Sales Manager:
R. C. Blakeney, 267 South St., Halifax, N.S.

Western Sales Manager:
J. B. Cleveland, Box 821, Saskatoon, Sask.

LET IT WEATHER

Much yellow pine is used in some districts for building purposes and it has been found that the best way to get it in a receptive condition for painting is to let it weather for several months in order to harden the sap and eliminate the excess of water — then clean and paint.

WOOD HAS A THIRST

There are many different kinds of wood — some of them trouble-makers when it comes to painting — and it is well for the dealer to inquire what kind of wood is used for siding on a new house, and if anything out of the ordinary he should write to his manufacturer and get advice regarding the best method of finishing that particular wood.

NOT FAULT OF PAINT

Of late years spruce has come into prominence for siding, and lumber people, without any regard for finishing, recommended very highly its use. The result was that thousands of houses, finished with this lumber when it was first introduced, failed and the paint was blamed, whereas it was not the fault of the paint at all, but it was the fault of the surface.

The problem was placed before the paint manufacturers and they have very easily remedied the defect by making a different recommendation for the application of their products on this particular surface. The more porous and spongy the wood, the more paint and primer it requires. There are soft and spongy places in a great deal of the lumber that is sold, and when many of these are found they should have an extra dose of primer in order to satisfy their thirst. The soft spots in all woods are thirsty and you must satisfy this thirst before good results in finishing can be obtained.

DIFFERENT EXPOSURES

In view of the fact that paint fails on the sunny sides and on the top sides of a structure much more rapidly than it does upon those that are shaded, and that it fails more rapidly on the top sides exposed to rainfall and sunshine than it does on the sheltered portions, it seems as though the sore and naked places require one coat more than the healthy parts, and the consumer will save money by years of service if this fact is considered when painting.

By moving his paint and varnish department right up to the front of the store and keeping the stock where it could always be seen W. H. Cuddy of Strathroy, Ont., effected a big increase in turnover. He backed his store display by frequent window displays and newspaper messages regarding the value of painting.

Paint That Repeats

It's often easy to make first sales.

But first sales are not the most profitable sales. You find your greatest profit in repeat sales—the business that comes to you without effort—the results of good goods that have given satisfaction.

It is just this kind of profitable repeat business that Glidden reputation brings. While it is selling painting materials for you it is selling other products. Glidden reputation will be a real asset for your business.

If you were in business for a month or two any kind of paint might do. But you're in business to stay. So are we. Let's get together and get a firm hold on the paint business in your territory.

Write to-day for prices and plans.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario
***Branches* at Montreal and Winnipeg**

Capitalize Telephone "Wrong Number"

DO you get mad and swear every time somebody gets your telephone number by mistake of the telephone operator? If you do, quit it. It's bad manners, to say the least, and then you are overlooking an opportunity to do some good for yourself.

To-morrow morning if some woman with a sweet voice gets your attention over the telephone and begins ordering groceries, don't bawl at her. It's not her fault. Bless your soul, she asked for the grocer. If she got a paint and varnish store, it was the mistake of the operator. Don't get red in the face and shout at the top of your voice—she admits the error.

And when this happens, just explain it away something like this: "No, we have no potatoes this morning, but we have some of the best floor varnish, some of the best enamel, and some of the best screen paint on the market. This is Johnson & Son, paint and varnish dealers, and we will be glad to serve you when you are in need of anything in our line," and say it with a smile in your voice.

That's better than "flying off the handle," isn't it? An Illinois dealer has been doing this for several years, with good results. He figures by this plan he can get some good advertising, and keep sweet at the same time. He says it is worth something to have a telephone subscriber call his place of business—even if the call is the result of a mistake of the telephone operator.

It's worth something to have your place of business called by mistake just as it is worth something to have a prospective paint buyer enter your store for a discussion of paint. Besides, if some good-looking young woman entered your place of business thinking she was getting into a grocery store, you wouldn't bawl at her, would you? Certainly not. You would smile and bow and scrape and salaam, and assure her it was a pleasure indeed. Think over this telephone plan and see if you can't get some value out of it.

There May be Enough Glass to Go Around

Many Plants Are Now in Operation Again and the Outlook for Supplies is More Promising—Demand Continues to be Very Active

MONTREAL.—HARDWARE AND METAL is informed that quite a number of the United States glass producing plants are again in operation. This will ensure the trade a larger supply of glass for the coming season. There is a much need of an improvement in stock as these have been materially reduced owing to the shutdown of many American concerns.

At the present time reports indicate that the consumption of glass in the United States is very considerable, but at the same time HARDWARE AND METAL understands that production will be increased so as to meet the immediate demand of the trade.

Of Interest to Canada

In view of the improvement in manufacturing in the United States, Canada may, perhaps, secure a larger supply of glass from this source. For some time most of the glass has come from the United States and during the reconstruction period in Europe it is probable that supplies will continue to come from there more than from producers in Europe. At the same time Belgium is fast coming back as a factor in this market, and supplies have already been received and have gone directly into trade channels coming from the Belgium producers.

The Outlook

As far as the immediate future is concerned, HARDWARE AND METAL is informed that, while scarcity prevails, supplies of glass are likely to come along in various quantities from time to time. There is already a very considerable demand and will continue to be for some time to come. Prices are likely to hold firm until the supply increases over actual needs. This applies in particular to two strength glass, as plate glass is also on a very firm basis.

Plan To Export Paint and Varnish

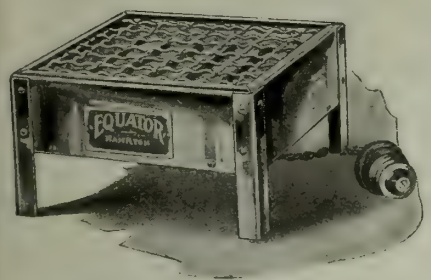
Washington, D.C., Jan. 28.—The United Paint & Varnish Export Co., of Cleveland, Ohio, has filed papers with the Federal Trade Commission under the Webb-Pomerene Export Law. According to the statement filed under the law with the commission, the purpose of the organization is to export "paints, colors, varnishes, japans, dryers, oils, turpentine, painters' supplies, and kindred articles."

The following officers have been listed with the commission: W. H. Cottingham, president; G. A. Martin, vice-president; H. H. Whittlesey, vice-president, and R. W. Levenhagen, secretary and treasurer, all of Cleveland, Ohio, and H. L. Gemberling, general manager, of New York City.

Turpentine Market Expected to Be Firm

The first shipments of turpentine and rosin made since August, 1914, to Germany from the Southern ports are now on their way to Hamburg. Owing to generally disturbed conditions, financial as well as otherwise, it is not expected now that Germany will be as large a buyer as was thought some time ago. This should be a good thing for consumers generally in that it will mean that much more rosin and turpentine to be distributed among them. This should not, however, be interpreted in any way as meaning that supplies are plentiful. They are not. There is apparently little prospect of this year's production being anywhere near normal, while the demands for the stocks that are available will be very heavy. This would naturally mean a firm market. All reports from the South indicate that this is expected.

Equator Toaster Stoves



SEVERAL TYPES

Have exchangeable heating units made from the best grade nickel chromium resistance wire and are positively as reliable and efficient as the highest priced stove procurable.

Low Resale Maximum Discounts.

500 Watts Cat. No. A.3 H.E.P.C. App. 115.

EQUATOR MFG. CO. HAMILTON CANADA

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of Hardware and Metal are big buyers because they buy for business as well as for private consumption.

This Label

is recognized as a guarantee of quality by even the smallest varnish buyers. It has earned this record by upwards of 60 years of varnish making, during which the consumers' needs and interests were given the same consideration as our own.

This is the underlying reason for the large and always-growing demand for Berry Brothers' Varnishes, Enamels and Stains.

Partial List of Distributors of Berry Brothers' Products:

Hunter-Henderson Paint Co., Ltd.,	Vancouver, B.C.
Wood-Vallance Hardware Co., Ltd.,	Nelson, B.C.
Frank A Gillies Co. - -	Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd.,	Port Arthur, Ont.
Whites, Ltd. - -	Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. -	Toronto, Ont.
A. M. Bell & Co., Ltd. - -	Halifax, N.S.
Lariviere, Inc. - - -	Montreal, Que.
L. H. Gaudry & Co. - -	Quebec, P.Q.
Wood, Vallance, Ltd. - -	Winnipeg, Man.
Wood, Vallance & Adams, Ltd,	Calgary, Alta.
Revillon Wholesale, Ltd. -	Edmonton, Alta.
Townsend Paint Mfg. Co. -	Montreal, Que.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 29.—A higher price obtains this week for linseed oil, and this is, for the most part, the result of continued light delivery of flaxseed. The supplies are limited. Turpentine is holding firm and it is not improbable that there will be an advance for this at once. Putty is very firm, and there is seasonable demand for the product. The quotable basis remains unchanged. White lead in oil holds firmly, and may go higher under the advance for pig lead. Paint bookings continue to come in regularly and in large volume. The market tendencies are strong on nearly all lines, particularly on shellacs and varnishes. New prices for 1920 are announced for Paris green.

Linseed Oil Again Advance

Montreal.

LINSEED OIL.—Linseed oil has scored another advance and raw is being quoted at from $2.55 to $2.60 per gallon. It is reported that there is no movement of seed and supplies are still held up in consequence of grain movements. Trade is very good and the market remains firm.

	Imp. Gal.	
Raw—		
1 to 2 barrels	2 55	2 60
3 to 4 barrels	....	....
Boiled—		
1 to 2 barreds	2 57½	2 62½
3 to 4 barrels	....	2 49½

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Turpentine Firm; Price Unchanged

Montreal.

TURPENTINE.—There are no fresh developments to report in this market. Prices are unchanged, and the firm undertone that prevails suggests that advances may be expected. Business is stated to be fairly brisk.

	Imp. Gal.	
Turpentine—		
Single barrels	2 85	2 90
Small lots	....	....

(Packages extra.)

Putty Holds Firm At New Prices

Montreal.

PUTTY.—The putty market remains pretty much as it did last week and no changes have been effected. Tone is very strong, however, and in view of advances in oils used in the manufacture of this commodity, higher prices are to be expected. Trade is very good, but it is stated supplies are hard to get

	5 ton	1 ton	Quanty.
Bulk, in barrels	5 50	$5 75	$6 10
Do., ½ barrels	5 65	5 90	6 80
Do., 100 lbs.	6 30	6 60	6 95
Do., 25 lbs.	6 60	6 85	7 20
Do., 12½ lbs.	6 85	7 10	7 45
3 and 5 lb. tins	8 60	8 85	9 30
1 and 3 lb. tins	9 10	9 35	10 70
Do., in 100 lb. cases	7 65	7 90	8 25

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

1920 *Prices Are In For Paris Green*

Montreal.

PARIS GREEN.—Following are the ruling prices for 1920 on Paris green:

600-lb. barrels, per lb.	....	0 50
250-lb. kegs, per lb.	....	0 50½
100-lb. drums, per lb.	....	0 51
60-lb. drums, per lb.	....	0 51
25-lb. drums, per lb.	....	0 52
1-lb. paper carton, per lb.	....	0 54
½-lb. paper carton, per lb.	....	0 56
1-lb. tins, per lb.	....	0 56
½-lb. tins, per lb.	....	0 58

Terms are 1% 15, or net 30 days.

Shipping arrangements.—F.o.b. Montreal, Toronto ,Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.

F.o.b. Winnipeg 1½c per pound advance over above quotations.

F.o.b. Vancouver 2c per pound advance over

Big Booking Order For Prepared Paint

Montreal.

PAINTS, SPECIALTIES.—Prices are no deterring factor, as far as the sale of paint for spring is concerned. "We are very, very busy on bookings," is the comment of the manufacturer, and who is working at capacity to meet the needs of the trade that will soon be even heavier than they now are. All tendencies are decidedly firm, with raw materials not easy to obtain.

White Lead in Oil Rules on Firm Basis

Montreal.

LEAD IN OIL.—Prices are very firm on white lead in oil, in fact the outlook suggests a higher basis in the immediate future, rather than any decline. The price of pig lead appears to be held firmly in all markets, and with a huge demand for it, this is likely to continue. There has been a considerable amount of business. Prices are: Standard white lead in oil, per 100 lbs., five ton lots, $17.50; ton lots, $18; and small quantities, $18.35.

TORONTO

TORONTO, January 29.—Unsettled conditions continue to be a factor in the paint markets. Varnishes of some makes have been advanced, and it is expected that other lines will follow. The shortage of gum is said to be serious. Shellac prices are also unsettled, although no further change in prices are noted this week.

Ready prepared paint, although seasonably quiet, is selling at a firm figure, and the present tendencies are for higher quotations, rather than reduced prices. This may be on account of the advanced position of white lead, linseed oil, turpentine and other ingredients.

New prices are issued on Paris green and are about 2c per pound over former prices.

Manufacturers believe the outlook to be very favorable for the coming spring business and state that if raw materials come forward in any quantity, that a record year is expected.

Paris Green; New Prices 2c Over Former Prices

Toronto.

PARIS GREEN.—Prices have been issued and will approximate an advance of 2c per pound. For net prices see general weekly markets of current quotations.

Varnish Prices Up About 60c Higher

Toronto.

VARNISH.—Some lines have been advanced approximately 50 cents per gallon. The situation in this market shows little improvement in the way of supplies, though the price feature becomes more firm.

It has been remarked for some time that there would not be enough goods to go around, and as time goes on this becomes more evident. One cause and another is given as the reason for the shortage in production, one or all of which may be true. Demand for varnish is said to be very satisfactory, and it is stated that it all depends on the supply of raw material.

Ready Prepared Paint May Not Hold Steady

Toronto.

READY PREPARED PAINT.—This season of the year is generally quiet, and the present season is reported as no exception, although business is consid-

Get Into Line for the Spring Campaign

Increasing demands on our factory resources show that the call for NEW ERA lines will be larger and stronger this season than ever before.

Live dealers everywhere, who have been fortunate enough to carry this brand in the past are showing that the users of "NEW ERA" in former years are coming back demanding the same high-quality, good-wearing paint. They are increasing their orders, preparing for the spring campaign.

If you are not already in the list of our distributors, send us a card to-day with your name and address and let us put you in line for BIG BUSINESS.

Windsor Solvent Stains work wonders. Wherever demonstrated they advertise themselves and your paint department.

Standard Paint & Varnish Co., Limited

WINDSOR, ONTARIO

Why Don't You Save Too!

"We figured that after the installation had been in three or four months it had more than saved its entire cost."

So writes a prominent user of Bowser Oil Storage. Their equipment has been in use thirteen years with no operating troubles or upkeep cost.

If you are not using Bowser Storage Systems for your oils you are losing money every day.

BOWSER ESTABLISHED 1885

Systems Do Save

You can save the Bowser Way. Our literature shows how. Write for it at once.

S. F. BOWSER COMPANY, Limited

66-68 Frazer Avenue, TORONTO, Ontario, Can.

Sales Offices In All Centres. Representatives Everywhere

LONDON
32 Victoria St. S.W. 1

PARIS
5 Rue Denis-Poisson

HAVANA
Lonja del Comercio 427

SYDNEY
6 Castlereagh Street

ered very good for this season of the year. Manufacturers are preparing in many cases to ship large booked orders, which will soon be required for the spring business.

Glass Remains Scarce; Putty Unchanged

Toronto.

GLASS.—The glass situation is reported to be showing no change, either in price or in larger shipments coming. Plate glass is very scarce and a large portion of the demand at present being supplied is said to be with the smaller sheets, which, it is stated, are very often cut from larger sizes.

PUTTY remains steady and is holding at a firm price. The quotations are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 85	$6 10	$6 45
Do., 100 lb. iron	6 70	6 95	7 30
Do., 25-lb. iron	6 95	7 20	7 55
Do., 12½-lb. irons	6 70	7 45	7 80
Bladder, in barrels	7 60	7 85	8 20

Linseed Oil Rules At Unchanged Prices

Toronto.

LINSEED OIL continues to maintain a high price, and jobbers state that according to present indications they cannot see much chance of immediate lower prices. Some English oil is reported on the market, but it is believed that the quantities are not large enough to materially affect the present market. The following are the present quotations:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 57	2 70
3 to 5 barrels, gal.	2 56	....
10 barrels and over	2 54	....
	Boiled	
1 to 2 barrels, gal.	2 60	2 73
3 to 5 barrels, gal.	2 59	....
10 barrels and over	2 57	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Turpentine Scarce; May Go Higher

Toronto.

TURPENTINE remains unchanged, although the present prices are held firmly. Shortages are reported all through the South, and it is stated that present stores are being heavily drawn upon. Some believe if the present unsatisfactory exchange situation were adjusted, that greater shortages would prevail, as the quantities required by European countries are said to be enormous. The following are the present quotations:

Turpentine—	Per Imp. Gal.
1 barrel lots	2 95
2 to 4 barrel lots	2 94
5 gal. lots	3 10

Shellac Gum Scarce; Some Prices Nominal

Toronto.

SHELLAC.—Owing to the continued scarcity of gums, etc., shellac prices are more or less nominal, and high prices continue to rule the present market. Some of the quotations are as per current paint quotation page.

Says Toys Offer Opportunity to Hardware Merchants for Excellent Business

Steadily Increasing Demand for the Better Class of Goods and Especially Educational Toys, Says Thomas E. Menzies —Declares That Prices Will be Higher

"THERE is a big field for the hardware merchant in the development of the toy business, and it is an all-year-round trade that carries a good profit," said Thomas E. Menzies, president of the A. C. Gilbert-Menzies Co., Ltd., Toronto, in discussing the toy trade with HARDWARE AND METAL.

To get the most out of this business, Mr. Menzies said, it is necessary for the merchant to have an intelligent appreciation of the value of the toys he is handling, especially in reference to their adaptability for children of various ages. The merchant, he says, should also know sufficient about the toys to be able to discuss their working or their use with the boy or the girl who is a prospective buyer. If he cannot emphasize this or that feature and tell the boy or the girl clearly just why it will do certain things he is losing a chance to make valuable sales talking points.

The Ideal Distributor

"The hardware merchants, because of their very position," said Mr. Menzies, "are ideal distributors of toys. Personally I would rather have the hardware merchants distribute our goods than electrical firms. No merchants come more closely in touch with the people and besides this the hardware merchants are men of substance."

Mr. Menzies pointed out the splendid opportunities offered for business by the change in the attitude of the great majority of the buying public who are now demanding something worth while for their money instead of cheap trashy junk.

Educational toys, he said, are steadily increasing in demand and will continue to do so because they, not only last, but develop young people along the practical lines that should be followed.

Prices to Be Higher

Prices of many toys, he declared, will be materially higher, some lines advancing as much as twenty-five per cent. Mechanical toys, especially those in which electrical equipment is required, he said, are steadily increasing, and there is difficulty, in many cases, in getting the electrical parts required.

Mr. Menzies stated that export trade in toys has developed most satisfactorily and that various lines are being sent to England, to South Africa, to Australia and other countries.

Churns Being Made in Big British Arsenal

LONDON, Jan. 29.—The great Woolwich Arsenal has turned from the manufacture of war material to the peaceful pursuits of trade. Ten thousand butter churns have been manufactured in the great buildings which during the war sent out vast quantities of munitions for use against the Germans.

The nickel purchased to manufacture bullets is being used in the arsenal to make five-cent pieces for British Honduras currency. There is a world shortage of locomotives and railway cars. To meet this it has been decided to manufacture these articles in the arsenal and work already is under way there on orders for 2,500 cars and 100 locomotives, and for repair work on 700 cars.

This serves a double purpose. Thirty thousand persons now are employed in the arsenal where 110,000 were at work in wartime. Thousands of these men are skilled munition workers. By keeping these busy making locomotives and other peaceful products, the Government not only gives them work but retains their services.

One of the side-line products of the arsenal since the armistice has been the striking of 6,000,000 war medals.

STORE STRATEGY

Continued from page 40

or anything else he wanted. It is just as easy to sell the whole outfit as it is to sell just the razor, and it means just that much more profit."

Window displays of shaving goods are frequently put in and the results are satisfactory, Mr. Otton says.

"The other day we arranged a window display of razors," he said, "and inside of twenty-four hours we had sold six sets and several shaving brushes. We find that window displays usually 'pull' like this. We get immediate results in whatever we are displaying and people commence to come in and ask for what is in the windows."

Mr. Otton stated that the firm's business in toys has shown a steady development and has reached the stage now where there is a demand for them throughout the entire year. Keeping them on display all the year round and drawing the attention of people occasionally by window displays and advertising has been responsible for the growth of this department.

As Mr. Otton says, "Our experience would indicate that you cannot get too much display or too much advertising of the right kind."

'HEIRLOOM' PLATE

'HEIRLOOM' PLATE

THE incomparable excellence of 'Heirloom' Plate, Flatware and Hollowware gives satisfaction to the dealer who sells it and to his customers who purchase Silverware for its beauty and utility.

Only the best of materials and the most skillful Silversmiths are employed in our 'Heirloom' Department. The utmost vigilance is exercised to maintain a uniform quality, so that each individual piece is in itself a "thing of beauty and a joy forever."

'Heirloom' Plate is satisfactorily filling the void caused by the disappearance from the market of the fine Old English plate which for so many years was considered to be the highest attainment in the art of making silverware.

Show your customers 'Heirloom' Plate when they ask for good silverware, and you will feel every confidence in backing it with your personal recommendation.

CANADIAN WM. A. ROGERS LIMITED

570 KING STREET WEST, TORONTO

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Ammunition, in cases. Discount 30/10/20%.

Terms—Metallics and shot shells, 60 days net, 2% 30 days. All goods f.o.b. factory.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless, $72.25 per M; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.

AXES

Single Bits, doz.	$15 50	$16 50
Hunters' Axes	12 00	13 00
Boys' Axes	13 00	14 00
Double Bit	21 50	22 50

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 2, doz.	20 00
No. 3, doz.	22 50
No. 4, doz.	24 50

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B. Montreal, Toronto

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18 00
10/16	6.00	25/16	[illegible]
11/16	7.00	26/16	[illegible]
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 35%.
Gilmour Auger Bits, 17½%.
Gilmour Eye Augers, net list.
Irwin Auger Bits, net.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 10	$9 10
1—18 x 24	10 25	9 80
2 18 x 28	11 50	11 50
3—20 x 30	13 25	12 50

BOARDS, IRONING

	Dozen
No. 1, Daisy	$27 60
No. 10, Daisy	32 00
No. 31,	11 00
No. 33	17 00
No. 35	33 00
No. 36	37 00
Perfection	34 50

BOARDS, SKIRT—

No. 11, doz. 12 60

BOARDS, SLEEVE—

No. 3 dozen .... $ 6 00

BOARDS (Wash) Zinc

	Doz.
Baby Globe	2 50
Beaver (brass)	7 35
Canada Glass	6 60
Competition Globe (metal)	4 25
Diamond Ring (glass)	6 60
Enamel Queen	8 00
Glass Globe	7 00
Improved Globe	5 15
Jubilee	5 80
Neptune	5 15
Newmarket King	5 80
Original Globe	5 65
Pony	$2 35
Royal Globe	5 40
Solid Back Globe	5 90
Standard Globe	5 15
Surprise	3 50
Supreme Zinc	5 15
Western King (enamel)	8 50

F.O.B. Newmarket.

BOILERS (Range)

30-gal., extra heavy	$14 00
30-gal., standard	12 00

BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 20%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 10%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 5%.
Elevator Bolts, large head, 5%. corrugated head, 40%.
Fancy Head Bolts, 5%.
Shaft Bolts ($3 list), 5%.
Step Bolts, large head ($? list), 5%.
Whiffletree Bolts, 5%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list, $2.00.
Stove Bolts, 55%. Tire Bolts, 40%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 37
Rods, base ½ to 1 in., round	0 35
Tubing, seamless, base	0 43

F.O.B. Montreal and Toronto.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 5%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

	Dozen
Step ladder	$38 00
Step ladder stools	18 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3 $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Discount of 7½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 5% f.o.b. St. John, N.B.

CLOCKS

Big Ben	$3 75

F.O.B. Montreal, Toronto, Hamilton.

Good Morning, each	1 60
Lookout	2 00
Sleepmeter	2 15

Hamilton

CLOTHES BARS AND DRIERS

	Per Doz.
Leader Clothes Dryers	$10 85
Clothes Bars, Nos. 1 and 3	11 00
No. 2	13 80
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSES, Etc.

	Folding	Extension
4 ft.	$ 9 75	$19 50
5 ft.	12 25	24 50
6 ft.	15 00	30 00

CLOTHES LINES (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 38
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$21.50	
¼ in.	18.90	
5-16 in.	16.25	$15.75
⅜ in.	11.40	14.05
7-16 in.	11.15	13.80
½ in.	10.70	13.60
⅝ in.	11.00	13.20
¾ in.	10.20	12.60
⅞ in.	9.95	12.35
1 in.	9.70	12.25

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$18.95	.....
3-16 in.	18.00	$22.75
¼ in.	16.50	19.50
5-16 in.	13.80	15.70
⅜ in.	10.80	.....
7-16 in.	10.20	.....
½ and ⅝ in.	9.95	.....

F.O.B. Toronto, Montreal.

Cow ties, net list; trace chains, list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 20%; stall fixtures, No. 1, or or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

COMBS

CURRY

	Doz.
No. 111	$1 65
No. 121	2 10
No. 127	2 40

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 41	0 39
Soft sheets, base 16 oz. and heavier	0 42	0 40
Tubing, lb.	0 46	0 45

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	90
No. 7, lb.	89
Nos. 8, 9, 10, 12	88

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.	$34 80
2 ft. 10 in., doz.	35.40
3 ft. x 7, doz.	36.60

F.o.b. Toronto.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.
List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	[illegible]
11/32	.75	13/16	[illegible]
⅜	.80	27/32	[illegible]
13/32	.85	⅞	[illegible]

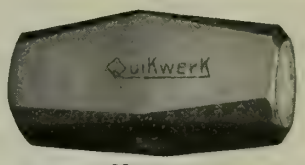
When It's Zero Weather

and you have outside work to do, which requires the use of a Gasoline or Kerosene Fire Pot or Torch, remember that the C. & L. Fire Pots and Torches are guaranteed by the maker to work perfectly indoors or out, in either wind or extreme cold. The powerful generators produce intensely hot, blue flames, which burn steadily, and their economy is so marked, that they will soon save their cost in the saving of fuel alone. You can do your work quicker and better with C. & L. Fire Pots and Torches than with any other make. Jobbers supply at factory price. Send for catalog—it's free.

No. 32 Torch.
List Price, Each, $16.00.
Ask for Discount.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

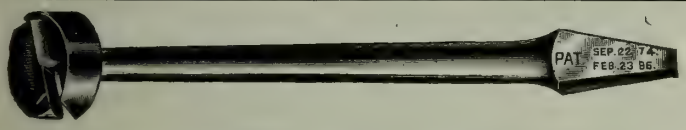
SLEDGES



No. 93

Press forged by slow process to preserve structure of steel—scientifically tempered—sand blasted. Thoroughly guaranteed tools for all classes of work.

THE WARREN TOOL & FORGE CO.
234 Griswold Street WARREN, OHIO



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TRIMO

The four good points that make TRIMO PIPE WRENCHES superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

The Trimo Steel Handle Pipe Wrench is also made in the 6", 8" and 10" size with narrow jaws and fine milled teeth, especially adapted for close work.

Your Jobber can Supply

Trimont Mfg. Company

Roxbury (Boston) Mass., U.S.A.

From the Selling Point of View---

Automobile Skates stand alone! Our travellers tell us that dealers have nothing but praise for

Automobile SKATES
The Skate with Aluminum Tops

as ready, easy sellers. And our sales records are convincing confirmation.

Decide now to link up with this best seller—the skate with chrome-nickel blades hard as glass (for lasting keen edge) and with soft, tough core, that renders the blades practically unbreakable.

Write for full particulars to

CANADA CYCLE & MOTOR CO. LIMITED
C·C·M
WESTON · CANADA

Canada Cycle & Motor Co., Limited
Mntoreal Toronto WESTON Winnipeg Vancouver

DRILLS—Continued

7/16....... .90 29/32...... 2.20
15/32...... .95 15/16...... 2.30
½......... 1.00 31/32 ..... 2.40
17/32...... 1.05 1.......... 2.50
9/16.... .. 1.10

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 45%
Blacksmiths', ½-in. shank... 35%
Straight Shank 35%
Straight Shank, wire........ 35%
Taper Shank 35%

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899. %

Great Western, Amer...... 50
Kearney & Foot, Arcade.... 50
J. Barton Smith, Eagle 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson ....30 and 2½%
Black Diamond ....30 and 2½%
Delta Files 20
Firth Files 50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 10%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

Class—	Black	Galv.
A	0 57	0 72
B	0 25	0 35
C	0 19	0 25

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4" and under....	75%	70%
4½" and larger.	60%	60%

4" and under, running thread, 40%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRILLS, ELECTRIC

Single heat, round, each.....$10 80
Three heat, round, round..... 12 80

Discount 20 and 5%.
F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Bi-Treadle, each 7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING) Doz.

Russet rope shank, 1".$11.25-$12.75
Perfect, No. 1½ 13 20-13 80
Russet rope shank, 1¼ in.. 13 85
Black rope shank, 1 in.... 13 75
Black rope shank, 1¼".12.50-13 85
Hand sewn, no shank, 1 in. 17 40
Hand sewn, no shank, 1¼". 18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt..$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs. and under... 22 50
Napping, up to 2 lbs....... 25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall. D handles,, 10%. All other handles plus 10%. All doubletrees, 2½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net list. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 10%. Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

HANGERS, BARN AND PARLOR List

Atlas, No. 0 .... $13 30
Atlas, No. 1 .... 13 80
Atlas, No. 2 .... 15 80
Stearns, 4 in. 9 75
Stearns, 5 in. 13 20
Perfect, No. 1 .... 10 45
Canada 12 50
Hatch 12 75
National 14 50
America 16 50
Great West 30 00
Storm King and safety hangers, doz. 10 60
Steel track, 1¼ in. 9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices. Figured Net list.

	Strap Doz.	Tee pairs.
4-inch	$ 2 25	$ 2 00
5-inch	2 80	2 40
6-inch	3 00	2 70
8-inch	4 05	3 10
10-inch	7 20	3 50
12-inch	8 95	8 70
14-inch	....	....

Light, Net Prices. Figured net list.

3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21 50; 36-in $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz...	$4 40	$5 00-$5 50
No. 3, per doz...	4 50	5 50- 6 40
No. 4, per doz...	4 60	6 00- 7 40
Little Giant	6 25	....- ....
Barden Patent...	6 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c.
Light iron ...	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron..	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel...	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only).	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville. Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft..$20 00
Corrugated, ⅝ in., 100 ft.. 23 00
Corrugated ¾ in. 26 00
Corrugated, 1 in.. 100 ft.. 28 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set $2 05
Mrs. Potts, No. 50, nickel-plated, set 2 25
Mrs. Potts, handles, japanned, doz. 1 40
Sad irons, common, plain, 3, 4 and 5 lbs............ 9 20
Sad irons, plain, 6 lbs. up.. 7 00
Sad irons, common, plated. 6 50
Princess Electric, each.$4 00 4 10
Canadian Beauty Electric Irons—
Style A $4 71
Style B 5 08
Hotpoint Domestic Electric Irons, each 5 25
Gasoline Sad Irons, each ... 4 25

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point $14 75
Lightning 13 25
Heath's 13 25

LADDERS, Etc.

Step Ladders Per ft.

Standard 0 33
Crescent 0 29
Household 0 25
Faultless, 4 to 10 ft. only..... 0 35
Ontario, 4 to 10 ft. only...... 0 32
Shelf Lock, 4 to 5 ft. only.... 0 27
Gardner, No. 1 .... 0 23
Do., No. 2, bolted 0 25
Dominion, No. 3 .... 0 26
Do., No. 4, bolted 0 29

Single and Fruit Picking

10 ft. to 16 ft. .... 23c ft.
18 ft. to 20 ft. ....24c ft.
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 25	$0 27
36 to 40 ft.	0 27	0 30
44 ft.	0 29	0 33
Over 44 ft.	0 42	0 40

Best quality, 20 to 40 ft.... 0 35
Three section extension 0 35
F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain $12 50
Do., Japd. 13 25
Long Globe, plain 12 50
Do., Japd. 13 25
Dash, plain 15 50
Do., Japd. 16 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short $1 15
Cold blast 1 00- 1 10
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.05 doz.
Cold blast, genuine ruby....$4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz

Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 3 00
Steel Thumb. No. 4......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List each

Canadian $12 50
Dowswell 12 50
Noiseless 16 25
Hamilton 13 50
Peerless 13 00
Snowball 18 75
Momentum 20 25
New Century, style A...... 18 00
New Century, style B...... 20 00
Playtime, engine drive 26 00
Ideal Power 30 00
Seafom, electric, style A .. 120 00
Seafoam, engine drive 55 00
Sunshine .... 10 2[illegible]
Popular, No. 1 .... 13 00
Popular, No. 2 .... 12 50
Economic 15 00
Champion 20 25
Blue Bell, without stand...... 18 00
Puritan Water Motor Washer, complete 30 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric 116 50
Low pressure water motor washer, each 31 00
Connor ball-bearing, with rack 21 00
Perfection, engine drive 65 00
Perfection, electric 124 00
Beaver 26 00
Beaver, power 27 00
Connor Vacuum 26 00
Patriot 23 00
Jubilee 11 25
Canada First 23 00
Less 30%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.......$2.40
Carpenters', No. 3 .... 5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $14 25
Pick, doz. 14 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 76
No. 8, dozen 49 76

MOPS

Liquid Veneer $14 00
O-Cedar, doz. net $12 60
Sprustex, No. 2, doz..$8 00 8 40
S.W. Mops, complete, doz.5 25 5 40
Mop Sticks, doz., No. 8.... 2 60
Cast Head Mop, doz........ 2 60
Crescent, doz., No. 10..2 50 3 35
Crank wringing, doz........ 8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 35%
Woodyatt 25%
Empress 25%
Mayflower 25%
Star, Ontario, Daisy 25%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.30.

Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory; no freight allowance

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—$5.85 base, f.o.b. Montreal. No equalization of freights.

London, $6.25 base.

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton $11.75.

The Publisher's Page

TORONTO JANUARY 31st, 1920

Some of the Best Results Secured by Advertisers

THERE are several manufacturers, selling entirely through wholesalers, who have secured exceptionally good results from advertising in HARDWARE AND METAL. These manufacturers do not call on the retail trade direct, but realizing the importance of keeping in close touch with retailers, use HARDWARE AND METAL'S advertising pages regularly, featuring their products and giving the names of wholesalers from whom the goods are obtainable. This form of advertising keeps the manufacturer and his products prominently before the trade, stimulates the interest of the wholesaler and his travellers and shows the retail buyer where the goods may be purchased with a minimum of trouble and expense.

Owing to the need for conservation of time, the retailer wants to know the nearest source of supply. If he knows where he can get your goods quickly he may not be so willing to take the next best. Save time for everyone, wholesalers, travellers, retailers, yourself, by featuring your goods in HARDWARE AND METAL and giving the names of your wholesale distributors. Remember, HARDWARE AND METAL reaches over 90% of the hardware trade from coast to coast and the advertising rates are sufficiently low to enable you to use the paper, even though your trade connections may be confined to a small portion of Canada. HARDWARE AND METAL can serve you nationally or locally. Drop us a line for further particulars.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$24 00
No. 6	23 00
No. 7	22 00
No. 8	21 00
Nos. 9 to 12	20 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 60
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM

Best (American)	$22 00
Clipper (spun)	22 00
Clipper (unspun)	20 50
U.S. Navy (spun)	.....
U.S. Navy (unspun)	.....
Plumbers (spun)	11 00

F.o.b. Montreal. Toronto.

OILS

	Toronto
Royalite, gal.	0 24½
Palacine, gal.	0 27½
Gasoline, net, gal.	0 34
	Gallon
Black oil (summer)	0 14½
Black oil (winter)	0 15
Imperial Kerosene Tractor	0 69
Capital cylinder	0 64½
Machine oil, regular grades	0 40
Standard gas engine oil...	0 42
Parafine	0 23½

List, less 15% on above.

Polarine Oil, list	1 00
Polarine Oil, heavy, list..	1 00
Polarine A, list	1 10
Gargoyle Mobiloil, A and E	1 30
Gargoyle Mobile, B and BB	1 45

List, less 25% on above.

Fuel oil, bbls. net	0 11½
Fuel oil; tank cars, net....	0 09½

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER

Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 23	
Dry Fibre, No. 2, Anchor	0 72	
Tarred Fibre, Anchor, No. 1..	1 33	
Tarred Fibre. Anchor, No. 2..	0 90	
Empress Sheathing	1 35	....
Rosin Sized Sheeting, red..	1 05	
Do., blue	1 70	
Surprise Fibre	0 80	
"Stag" Sheathing	0 80	
Tarred felt, per cwt.— 7, 10, and 16 oz.	4 65	
Cyclone (dry)	1 23	
Cyclone (tarred)	1 33	
Joliette (dry fibre)	0 72	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	5 75	
Straw, sheathing, heavy, dry, cwt.	4 15	
Do., tarred, per cwt.	4 30	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz....	11 50	11 80
6 to 7 lbs., doz....	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 50
4 gross (cartons), 4 in.	1 75
Spring, 2 grs. box	1 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 42, Dec. 9, 1919

Standard Buttweld

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	0.....
¼ in..	4 65	6 78	5 13	7 26
⅜ in..	4 65	6 78	5 13	7 26
½ in..	6 16	7 74	6 84	8 42
¾ in..	7 76	9 89	8 68	10 81
1 in..	11 48	14 62	12 84	15 98
1¼ in..	15 53	19 78	17 37	21 62
1½ in..	18 56	23 65	20 76	25 85
2 in..	24 98	31 82	27 94	34 78
2½ in..	39 49	50 31	.....	.....
3 in..	51 64	65 79	.....	.....
3½ in..	65 78	82 80	.....	.....
4 in..	77 94	98 10	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 33
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	76 85	97 01	....	....
4 in..	79 08	99 19	89 98	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	103 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 L in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto. Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Net list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F o.b. Montreal, Toronto.

PLANTERS. CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

PLATES, CANADA

Prices nominal,	Montreal,	Toronto
Ordinary, 52 sheets...	$8 25	$8 25
Do., 60 sheets	8 35	8 35

PLATES, COKE, TIN

	Mont. Per box	Tor'to.
IC, 20x28 base	$22 00	$23 00
IX, 20x28 base	27 00	28 00
IXX, 20x28 base	30 00	31 00
IXXX, 20x28 base...	33 00	34 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $22 50

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

4-oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 30 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto. London.

POLISH, METAL

Bon-Ton

Size Case	Doz.	Case
¼ pts., 3 doz.	$1 15	$3 40
½ pts., 3 doz.	2 10	6 00
Pints, 2 doz.	3 15	6 00
Quarts, 2 doz.	4 65	9 00
½ gal., 1 doz.	8 40	8 40
Gal., ½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 75	$2 95
No. 2	3 05	3 30
No. 3	3 40	3 65

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 37½%; Iron Burrs, 37½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply roll	2 55
Samson, 3-ply, roll	3 00

	Toronto
Samson, 3-ply, roll	3 55
R. S. Special, 1 ply	1 85
R. S. Special, 2 ply	2 10
R. S. Special, 3 ply	2 35
	Montreal
Everlastic, 1-ply	$2 10
Everlastic, 2-ply	2 45
Everlastic, 3-ply	2 80
Panamoid, 1-ply	2 00
Panamoid, 2-ply	2 30
Panamoid, 3-ply	2 65
Red Star Ready Roofing, 2-ply	1 75
Do., 3-ply	2 05
Liquid roofing coating, per gal., in barrels	0 55
5 and 10 gal. lots, per gal.	0 70
1 gal. cans, gallon	0 90
Coal Tar (refined), bbl.	8 50
Coal Tar (crude)	7 25

F.o.b. Toronto and Montreal.

ROPE

	Lb.
Pure Manila basis	31
Beaver Manila basis	26
New Zealand hemp basis	26
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis.	On application
Cotton, ⅛ in.	0 83
5-32 in.	0 82
3-156 in.	0 82
¼-in. and up	0 81

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 761 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (68½), $8.80; 852 (73), $5.50; 762B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $5.00.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge, Steel	$4 90
103, 50 ft. Reliable Jr., Steel	4 95
243, 50 ft. Rival, Steel	4 25
1243, 50 ft., Rival Jr., Steel	3 95
603, 50 ft., Metallic	3 45
604, 66 ft.	3 85
403, 50 ft., Linen	2 40
	Dozen
718, 50 ft., Ass Skin	6 60
714, 66 ft., Ass Skin	7 75
143, 3 feet, Steel Pocket	7 50
145, 5 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$7 25	$0 80
10 lb.	9 75	0 30
240 lb.	16 50	0 50
600 lb.	37 00	1 00
1200 lb.	46 00	1 00
2000 lb.	65 00	1 00
2000 lb. Drop lever	74 00	1 00
10-lb. Household..	....	0 10
25-lb. Household..	....	0 30

Champion, 20%; standard scales, discount, 20%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	75%
Wood, R.H., bright	72½%
Wood, O.H., bright	72½%
Wood, F.H., brass	55 %
Wood. R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Price helps sell this Washer

The Time Saver Electric Washer is easier to sell than any other of the leading washers, because it is lower in price. It costs your customer $50.00 to $75 00 and IS A BETTER WASHER.

Electric Washer

TIME SAVER

Easy to sell

The Time Saver costs less because the washing is done in a single cylinder or tub, whereas the machines which compete with it have an outside tub and an inside cylinder. The mechanism of the Time Saver is efficient, but simple and compact and that's another reason why the Time Saver costs less.

Put the Time Saver in the customer's home alongside any other machine on earth and the customer will take the Time Saver in preference to the other machine every time. The Time Saver does the work better, and when she learns how much it costs, she will have nothing else.

Live dealers are selling thousands of these machines. We want the livest dealer in every town to handle it. Are you the livest dealer in your town? If so write us for agency.

MR. E. B. WIGLE
One of our expert washer salesmen who will help any of our dealers to build up a local business in Time Savers.

Twice as many Time Saver Electric Washers are sold in Canada as any other make of Electric Washer. In 5 years from now more Time Savers will be sold in Canada than all other makes combined.

BEATTY BROS., LIMITED

Winnipeg, Man.
Edmonton, Alta.
Vancouver, B.C.
St. John, N.B.

Beatty Bros. Limited Bulletin

Fergus, Ont.
London, Ont.
Montreal, Que.
London, England
(16 Holborn Viaduct)

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz
Cast Steel $15 75
Golden Clipper 16 75
Little Giant 17 75
Bush 16 25
F.O.B. London, Toronto, Montreal

SNATHS Doz.
00 Patent $13 75
1 .... 13 20
2 .... 12 65
3 .... 11 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

	Premier		Apollo	
U.S. oz. ..	9 80	10 00	9 50	10 45
U.S. 28 ..	10 20	9 60	9 10	9 75
U.S. 26 ..	8 80	9 30	8 80	9 40
22 and 24.	8 20	9 15	8 65	8 20
18 and 20.	8 00	9 00	8 50	9 00
16	7 80	8 85	8 35	8 80
12 and 14.	7 55	8 70	8 20	8 55

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

F.O.B. Hamilton and Toronto.

	Queen's Hd.	Fleur-de-lis
28 ga.	$11 25	$10 00
26 ga.	11 00	9 75
24 ga.	10 40	9 70
22 ga.	10 05	9 30
20 ga.	.....	9 10
18 and 20 ga.....	9 85	.....

F.O.B. Montreal.

SHINGLES, METAL
Standard, galvanized $10 00
Standard, painted 8 00
Discount 7½%.

SWEEPERS, CARPET Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing $51 00
Club, jap. Cyco bearing.... 108 00
Champion, nickeled fittings.. 43 00
Champion, japanned fittings. 36 00
Grand, nick., Cyco B.B..... 61 00
Grand, jap., Cyco B.B...... 57 00
Grand Rapids, nick., Cyco B.B. 48 00
Grand Rapids, jap., Cyco B.B. 41 00
Parlor Queen, nick., Cyco, B.B. 54 00
Princess, nick., Cyco B.B... 49 00
Standard, nickeled fittings.. 44 00
Standard, jap. fittings 37 00

SIDING, METAL
Standard, galvanzed $8 50
Standard, painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP
Eureka, per M. $15 00
S.M.P., per M. 27 50

STANDS, WASHTUB—
Reversible Drip, each $2.25

STAPLES
See Wire Products.

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$18 75
Perfection No. 33, 3-burner.. 24 25
Perfection No. 34, 4-burner.. 30 75
No. 22G oven for above stoves 7 25
Discount, 25% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net 4 50
Detroit Glass Front Oven, No. 85, each, net.......... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters. List
No. 525, each ....$ 7 00
No. 530, each 8 25
No. 630, each 10 25
Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—
Star, No. 1, doz............ 24 00
Star, No. 2, doz. 24 00
Sun 18 60
Adjustable Pin, No. 44, doz.. 34 50

STRETCHERS, WIRE
Hercules, doz. $2 60
Sampson, doz. 7 60
Universal, nick., Cyco bearing 46 00
Universal, jap., Cyco bearing 39 00

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS (ELECTRIC)
Steel frame $36 44
Aluminum frame 43 90
Attachments, set 8 25
F.O.B. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 and 10%
Shoe findings list adopted July 5, 1917 .... Net List
List of Capped Goods adopted Jan. 1, 1916..602and 16%
F.O.B. Toronto, Hamilton, Montreal and London.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	45	45	45
Draining Tools ...	45	45	..
Hollow Back Scoops	45	..	45
Sand Shovels	45	..	45
Hollow Back Shovels	45	.	45
Hollow Back Coal Shovels	45	.	45
Riveted Back Scoops	45	45	45
Miners' Spring Point Shovels	45	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.........	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $4 71
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. 0 12

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 Net list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... 3 25
Jump, No. 1 .... 3 45
Hawley & Norton, No. 1 ... 4 50
Newhouse, No. 1 .... 6 15
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $20 80
No. 1, per dozen 18 50
No. 2, per dozen 16 20
No. 3, per dozen 13 85
F.O.B. Newmarket.

TWINE (COTTON)
5-lb. sack, 3-ply, lb.....0 84-0 87
Cones, 3-ply, lb. 0 80-0 83
Do., 4-ply, lb. 0 87½

VALVES AND COCKS
Compression work, standard.... 28
High grade 24
Fuller work, standard.......... 34
Basin cocks, No. 0, standard... 23
Nos. 1 and 2 23
Bath cocks, compression....... 30
Flatway stop and waste cocks, standard 32
Roundway stop and waste cocks, standard 32
Brass steam cocks, standard..Net list
Radiator valves, standard...... 15
Do., removable seat.......... 10
Globe, angle and check valves, standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Jenkins Globe ....Net
Standard Gate ....Net
F.O.B. Toronto.

Penberthy Brass Valves
Compodisk Valves 5-2½%
Gate Valves 15%
Regrinding Valves 5%
Swing Check Valves ..... Net List

WARES, ETC.
Britannic, 50%.
Scotch Grey Ware, 40 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 40% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list, plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list, plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Nickel-plated Ware, 50%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00 5-16 in., $24.40; ⅜ in., $22.80. 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in.. $18.00; 1 1-1½ in., 1⅛ in., 1¼ in.. 1 5-16 in., $18.00; 1⅜ in., 1½ in.. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.....	$4.20	$4.20	$5.00
Section, ½lb., per 100 lbs....	4.75	4.75	5.00
Solid, 3 to 30 lbs., per cwt.	3.50	3.50	3.10-4.00

WHEELBARROWS
Navvy, steel wheel, doz......$63 00
Garden Steel, doz........... 72 00
Light garden, doz. 60 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 30
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Annealed Base 5 60
Bright Base ....
Galvanized Base 6 60
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25: packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 .... 8 75
No. 19 ....9 25
Fine wire, list plus 30%.
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., doz.................$12 00
8 in., doz................. 13 50
10 in., doz................. 15 00
14 in., doz................. 21 00
18 in., doz................. 30 00
24 in., doz................. 48 50
36 in., doz................. 81 00

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 160 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 149 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 103 50
Eze 99 80
Rapid 90 80
Discounts from above list 30 per cent.
Terms—30 days, less 2 per cent. Freight equalized on quarter dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

244

Among the many standard uses for **Galvanized Sheets** none is so familiar in the building line as—

VALLEYS—Nothing else will answer.

FLASHING—Universally used.

PORCH DECKS—Where there is a combination of resistance to weather and to wear and tear due to walking on roofs, Galvanized Sheets are alone suitable for permanent wear.

RIDGE CAPPING—Galvanized Sheets have replaced the use of wood for ridge combs and hips, being better in every respect.

Premier Galvanized Sheets are the favorites in Canada among the building trade.

Tinker Tom

Look for Talk No. 245 next week

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ...... 08-09½
Do., pure 11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1 ...... 08-09½
Do., pure 15-17
Imp. green, 100-lb. kegs.... 17-19
Chrome green, pure 19-35
Chrome yellow 25-41
Brunswick green, 100-lb. kg. 10-14½
Indian red, 100-lb. keg... 15-20
Indian red, No. 1, 100-lb. kg. 06-17
Lamp black 23-27
Venetian red, best bright.. 07-09
Venetian red, No. 1 ..... 03½-05½
Drop black, pure dry... 09½-15
Golden ochre, 10-lb. kegs. 08-12
White ochre, 100-lb. kegs. 05½-06
White ochre, barrels 04-04½
Yellow ochre, barrels... 03½-05½
French ochre, barrels...... 08-10½
Spruce ochre, 100-lb. kegs.. 0 07-8
Canadian red oxide, bbls. 02½-04½
Super magnetic red 0 05
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 23-30
Indian red 30-36
Chrome yellow, pure 53-55
Golden ochre, pure 30-32
French spruce ochre, pure. 25-29
Greens, pure 28-38
Siennas 34-36
Umbers 34-36
Ultramarine blue 45-50
Prussian blue 1 00-1 02
Chinese blue 1 00-1 02
Drop black 35-37
Ivory black 0 36
Signwriters' black, pure.... 38-40
Lampblack 38-40
Marine black, 5-lb. irons... 0 20
F.o.b. Montreal, Toronto

ENAMELS (white) Gal.
Duralite $7 47½
B-H "White" Enamel 8 00
C.P.C. Albagloss 5 75
[illegible]mel 7 00
Sunshine, white 5 75
[illegible]erlac 4 15
Invincible 6 90

GLUE Per lb.
English sheet 0 35
English prima ....
White pigsfoot 0 50
Cake bone, 112-lb. bags.... .30-35
Hide, 112-lb. bags 35-45
Ground glues, 112-lb. bags—
English, per lb............ 28-30
Canadian, per lb. 22-24
Brantford— per case
No. 7, 50 pcks, 1 lb...... $25 00
No. 8, 100 pcks., ½ lb.... 28 00
No. 9, 200 pcks., ¼ lb..... 35 00
Discount.

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 20%; London, 20%; Montreal, 15%. Cut size sheet glass, 40% off new list; cash 2%.

GLASS, PLATE Sq. ft.

Plates from—	Mont	Tor'to
1 to 15 feet	1 65	....
15 to 25 feet	1 95	....
25 to 50 feet	2 15	....
50 to 75 feet	2 20	....
75 to 90 feet	2 25	....
90 to 100 feet	2 30	....

Above prices are net, f.o.b. Montreal
Freight charges and casing extra.

Owing to prevailing conditions in the present plate glass situation Toronto quotations have been withdrawn and prices are being quoted on the receipt of specifications only.

GLAZIERS' POINTS
Zinc coated, $1.44 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$18 00	$18 35
Crown Diamond, pure	18 00	18 35
Green Seal	18 00	18 35
Ramsay's Pure	18 00	18 35
Moore's Pure	18 00	18 35
Tiger, Pure	18 00	18 35
O.P.W. Dec. Pure...	18 00	18 60
Red Seal	18 00	18 35
O.P.W. English	18 00	18 35
Elephant Genuine ..	18 50	18 85

B.B. Genuine Lead, less than tons, ..., Toronto; $21.00, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt...	....	$14 50
Genuine, 100-pound kegs, per cwt.....	....	15 50
Less quantity	....	17 00
Genuine Eng. casks	....	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)...	....	....
25s	0 34½	....
10s	0 35	....
5s	0 36	....
2s	....	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LINSEED OIL
For prices see weekly report.

LITHARGE
Tons or over (cwt.)........$10 75
Smaller lots (cwt.) 11 75

LIUIQD, BRONZING
Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $8.40. F.o.b. Toronto.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis
Elephant, white $5 45
Sanitone, white 4 10
Sanitone, colors 4 00
C.P. Co., pure, white......... 5 55
C.P. Co., pure, colors....... 5 30
B.-H. English, colors......... 5 30
B.-H. English, white 5 55
B.-H. Fresconette, white 4 10
B.-H. Fresconette, colors 4 00
B.-H. Floor 4 50
B.-H. Porch Floor 5 30
Crown Diamond, white 5 30
Crown Diamond, colors....... 5 05
Crown Diamond, floor........ 4 50
Crown Diamond, Porch and Gallery Paint, gal. 5 10
Moore's House Colors, white.. 5 50
Moore's House Colors, colors.. 5 30
Moore's Egyption Paint, white 4 50
Do., colors 4 35
Moore's Floor Paint 4 25
Moore's Sani-Flat 4 25
Moore's Porch and Desk Paint 5 40
Jamieson's Crown Anchor.... 5 05
O.P.W. Canada Brand, white. 5 30
O.P.W. Canada Brand, colors. 5 00
O.P.W. Canada Brand, floor.. 4 50
O.P.W. Flat Wall, white...... 4 10
O.P.W. Flat Wall, colors 4 00
Ramsay's Pure, white 5 40
Ramsay's Pure, colors 5 15
Ramsay's floor 4 50
Glidden's white 5 55
Glidden's colors 5 30
Martin-Senour, 100%, white.. 5 55
Martin-Senour, 100%, colors.. 5 30
Martin-Senour, Porch Paint.. 5 30
Martin-Senour, Neutone, white 4 10
Martin-Senour, Neutone, colors 4 00
Martin-Senour's Floor Paint.. 4 50
Sherwin-Williams, white 5 55
Sherwin-Williams, colors 5 30
Sherwin-Williams, floor 4 50
Sherwin-Williams, porch paint 5 30
Flat Tone, white 4 10
Flat Tone, colors 4 00
Lowe Bros., H.S., white...... 5 55
Lowe Bros., H.S., color...... 5 30
Lowe Bros., hard drying floor. 4 50
Mellotone, white 4 15
Mellotone, colors 4 00
Maple Leaf, white 5 55
Maple Leaf, colors 5 30
Maple Leaf, floor 4 75
Pearcy's Prepared, colors 4 75
Pearcy's Prepared, white...... 5 00

Barrett's Everjet Products—
Elastic Carbon Paint—

Bbl. lots, per gal.....	0 75	0 80
½ bbls., gal........	0 80	....
5s and 10s, gal.......	0 90	0 95
1s (per case of 1 doz.)	10 45	10 55

Everjet Quick-drying Metal Paint, bbls., gal. 0 80
½ bbls., gal. 0 85
5s and 10s gal. 0 95
Case (12 1's) 11 70
Everjet Black Enamel—
Crates of 2 doz., 8-oz., doz... 1 50
Crates of 6 doz., 8-oz., doz..1 40
Crates of 12 doz., 8-oz., doz.1 35
Crates of 2 doz., 16-oz., doz. 2 50
Crates of 6 doz., 16-oz., doz. 2 35
1-gal. cans, gallon 1 30
5 and 10 gal. cans, gal. 1 20
Barrels and ½ bbls., gal.... 1 10
Carbosota Liquid—
Barrels 0 55
Half barrels 0 60
5s and 10s, gal. 0 70
1s (case 12 gallons) case ... 9 60
Shingle Varnish 8 75
F.o.b. Montreal, Toronto.

PARIS GREEN Per lb.
In barrels, about 600 lbs..... 0 50
In kegs, about 250 lbs....... 0 50½
In 50 lb. and 100 lb. drums. 0 51
In 25 lb. drums 0 52
In 1 lb. packets, 100 lbs. in case 0 54
In ½ lb. packets, 100 lbs. in case 0 56
F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PITCH
Cwt. 1 20

PUTTY

Standard	Montreal	Toronto Less than tons
Bulk, in casks	$6 10	$6 45
Bulk, 100-lb. drums..	6 95	7 30
Bulk, 25-lb. drums...	7 20	7 55
Bulk, 12½ lb. irons..	7 45	7 80
Bladder, in bbls.	5 85	8 20

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $11 50
Less, per lb. 0 14

SHELLAC

	Pure white	Pure orange
Gal. jugs	8 90	8 15
Shellac gum—		Per pound
TN	2 00	2 50
Finest orange	....	....
Bone dry white	....	....

F.O.B. Toronto, London, Montreal.
NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER
Taxite. 1 gal. cans $3 30
B.H. Vanisher 3 00
Cumoff 3 60
Takoff 3 60
O.P.W. Presto 2 75
Varn Off 3 60
Lingerwett 3 60
Solvo 3 00
F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans
Stove pipe, ½ pts.— Per doz.
B.H. $1 40
O.P.W. 1 50
Anchor 1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.
B.-H. Floor 4 80
B.-H. Maritime Spar 6 03
B.-H. Hard Oil 3 24
B.-H. Gold Medal 4 02
Elastilite 4 00
Granitine Floor Finish 4 00
Hydrox Spar 4 15
C.P.C. Sun Varnish 4 32
C.P.C. Sun Areo Spar 4 70
C.P.C. Sun Waterproof Floor. 4 40
Jasperite Interior and exterior 3 50
Jasperite Pale Hard Oil 2 50
Jasperite Indestructo Floor Varnish 3 50
Jamieson's Copaline 3 75
M-S Marble-Ite Floor 4 42
M-S Wood-Var 4 42
M-S Durable Spar 5 60
M-S Finest Interior 4 85
Elastic Interior 3 14
Mar-not 3 90
Quick Action House 2 65
Rexspar 5 14
Scar-Not 3 84
Kyanize Spar 4 94
Kyanize Cabinet Rubbing .. 3 84
Kyanize Interior 3 84
Luxeberry light 4 72
Luxeberry granite 4 90
Luxeberry spar 5 62
Ramsay's Universal 3 45
Ramsay's 7-20 .... 2 75
Ramsay's Agate Floor 3 95
Ramsay's 400 Hard Oil ...3 12½
Crown Diamond Floor 4 25
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls. 0 13½
Opalite, 100 lb. kegs 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg.... 0 40
Coralite, 5-lb. pkgs., white. 8 40
Coralite, 5-lb. pkgs., colors. 8 40
B.H. Frescota, 5-lb. pkge., white 7 80
B.H. Frescota, 5-lb. pkge., colors 8 40
Perfecto Wall finish, white, 5-lb. pkge., lb. 0 07½
Tints, 5-lb. pkge., lb. 0 08
F.o.b. Montreal, Toronto.

WASTE
Cream, Polishing $0 25

WHITE

XXX ...	0 21	XXX ...	0 22½
XX	0 19¾	XX, gra'd	0 21
X	0 18½	XLCR ..	0 19½
XC	0 16½	X Empire	0 18
Japanese	0 16	X Press.	0 16½
		X Special	0 15

COLORED

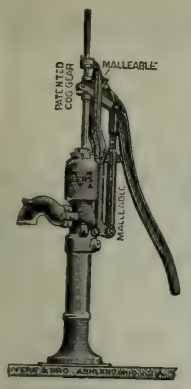
No. 5 ..	0 16¾	Fancy ..	0 18
No. 1 ..	0 15¾	Lion ...	0 16
No. 7 ..	0 14¾	Standard	0 14
No. 1A.	0 13¾	Popular.	0 12
No. 1B..	0 12¾	Keen ...	0 10

Above lines subject to trade discount for quantity.

WAX Per lb.
B.H. Wax 0 55
Berry Bros. 0 70
Imperial Floor Wax 0 40
Anchor 0 38
O.P.W. Lion Brand 0 50
Old English 0 66-0 70
Johnson's 0 66-0 70
Jamieson's liquid wax, gal. ... 2 75
Gold Medal 0 41
Ramsay's 0 45
Sherwin-Williams 0 54
Crown Diamond 0 46
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 75
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls.......$3 00

WOOD ALCOHOL Per gal.
In five gallons 2 70
F.o.b. Montreal, Toronto, London.



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"HONOR-BILT"
Hand and Power PUMPS

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service. The aggressive dealer handles the MYERS — Ask your jobber or write us.

F. E. MYERS & BRO.
No. 65 Orange St. ASHLAND, OHIO

MAKING BAR IRON

Wrought Iron is Worked Iron, therefore the more the Iron is worked, the better the quality.

LONDON BAR IRON

is worked thoroughly with **one object** in view

The Quality the Consumer Requires

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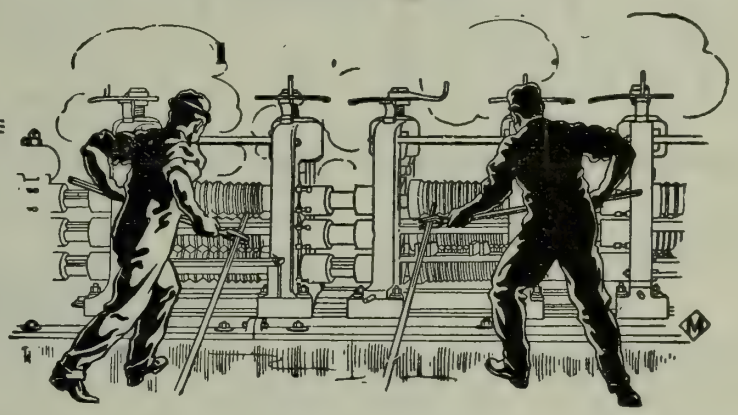
British Columbia---McPherson & Teetzel, Vancouver

LONDON ROLLING MILL CO., Ltd.

LONDON, CANADA



NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

S

BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TOKONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; bail, $18.40.

Dominion Metallics — B.B. Cape, $3.50; C.B. Cape, $4.40; 22 Short Black or Lesmok, $5; 22 Long Black or Lesmok, $6.00; 22 Short Smokeless, $5.35; 22 Long Smokeless, $7.50; 22 Long Rifle Black, $7; 22 Long Rifle Smokeless, $9.35 per M. net. Center Fire Pistol, 50%; Center Fire Sporting, 50% off American list.

American Metallics — B.B. Caps, $4.11; C.B. Caps, $5.17; 22 Short Black, $5.87; 22 Long Black, $7.05; 22 Long Rifle Black, $8.25; 22 Short Smokeless, $6.30; 22 Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 41½%; Centre Fire Sporting, 41¼%.

Loaded Shells—Crown Black Powder, 12 ga., $39.25; Sovereign Smokeless, 12 ga., $48; Regal Smokeless 12 ga., $48; Canuck Smokeless, 12 ga., $52.25 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	6 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

AXES

Single Bit	$15 50	$16 00
Double Bit	.....	21 50
Broad Axes	.....	65 00

BAR IRON

Bar Iron — $5.00 base; Swedish iron, $8.00; sleigh shoe steel, $5.50; spring steel, $6.00; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 10-10-10% off list.

Standard, 10-10% off list. Extra 10%.

The "double" list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10%; over 6 inch, 7½%; 7-16 inch and larger, 7½%; machine, ⅜ and under, up to 4 inch, 12½%; over 4 inch, net list; 7-16 and over, net list; machine set screws, 40%; plough bolts, 5% on; stove bolts, 50%; shaft bolts, 5% on; tire bolts, 30%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	42
3 x 3 in.	44
3½ x 3½ in.	46
4 x 4 in.	57
4½ x 4½ in.	84
5 x 5 in.	104

Wrought Steel—

No. 800	20% on list
No. 804	Net list
No, 838	5% on list
No. 840	15% on list

CHAIN

Coil, 3-16 in., $18,50; ¼, $17.00; 5-16 in., $14.25; ⅜ in., $11.25; 7-16 in, $11.00; ½ in., $10.50; 9-16 in., $10.50 Logging, 5-16 in., $15.75; ⅜ in., $12.75; ½ in., $12.00; tie-out, 25%

CHIMNEYS, LAMP

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 60
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 84c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.48; 10 in., $7.20; 12 in., $8.46.

Conductor pipe, 2 in., per 100 ft., $7.56; 3 in., $9.14; 4 in., $12.06.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 25%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	30%
Nipples 4" and under	70%

FORMALDEHYDE

400-lb. bbls., 45c lb.; 200-lb. bbls., 46½c lb.; 100-lb. bbls., 47½c lb.; 10-lb. jugs, $5.10 each; 5-lb. jugs, $2.65 each; 2-lb. jugs, $1.10 each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$16 00	$22 00
26 to 40	17 00	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.

Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 95
28 Am. or 26 Eng.	10 55
26 Am. or 26 Eng.	10 05
24	9 90
22	9 ?0
18 and 20	9 75
16	9 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Heath's	$18 25
Lightning	18 25

LANTERNS

No. 2, plain	$18 00
No. 25, Dash-board	17 50
Short Globe, doz.	18 00

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	....
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $14.76.

LEAD WASTE, $15.66.

WHITE LEAD

Decorators' pure, ton lots, $19.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	...
Snowball	....

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 60
O-Cedar Polish, No. 3	12 60
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	....
Star	7 50	8 00

NAILS

Wire f.o.b. Fort William, $5.50 base; Winnipeg, $6.00 base. Cut f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll

1 in. mesh x 24 in.	$6 65
30 in.	8 08
36 in.	9 50

NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, per 100 lb.	$24.00
Clipper, unspun, per 100 lbs.	22.50
Plumbers, per 100 lbs.	12 00

OILS

Wm. Pen motor oil, $1.28; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 66c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 10	1 20
Cyclone	1 10	1 20
Navy	1 25	1 45
Triumph	1 35	1 50

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 5 13	$ 7 47
⅜ inch	5 27	7 61
½ inch	7 02	8 73
¾ inch	8 82	11 12
1 inch	13 05	16 43
1¼ inch	17 64	22 23
1½ inch	21 08	26 55
2 inch	28 35	35 78
2½ inch	45 99	58 01
3 inch	60 12	75 87
3½ inch	76 50	96 30
4 inch	90 68	113 40
4½ inch	102 60	130 50
5 inch	119 70	152 10
6 inch	155 70	197 10

PLASTER, Paris, per bbl., $5.75.

PLATES, CANADA

18 x 21 per box, ordinary, $8.75; 18 x 24, ordinary, $8.75; 20 x 28, ordinary, $9.

They See The Can—
Recall The Brand—
And You Record a Sale

Stephens' REGISTERED TRADE MARK has already impressed many minds favorably. An average display is all that's necessary to start a train of thought in the customer's mind that leads from your store to an unpainted home. Your cash register becomes the closing link in the series of events suggested by your display of Stephens' Paints. This doesn't happen once—it happens many times. Are you making the most of such opportunities? Have you the right brand of paint? If not, your paint turnover is not all it might be.

Suppose you write us about an agency. There's money in it.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—

	Doz.
4 oz.	$ 2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$ 2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

Bon Ton—

¼ pints	1 35
½ pints	2 10
Pints	3 25
Quarts	5 10
½ gal.	9 00
Gal.	15 00

PUTTY

100-lb. irons	$7 70
25-lb. irons, per cwt.	8 30
1½-lb. tins	15¼

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 56c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROOFING	1 ply	2 ply	3 ply
Klingon	$2 20	$2 65	$3 10
Winner	2 30	2 80	3 30
Comfort	2 45	3 00	3 60
Induroid	2 80	3 60	4 20

ROPE

Sisal, 25½c base; pure Manila, 32¼c base; British Manila, 29¼c base; lath yarn, 24½c base; African hemp, 29¼c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 80
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 38	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 49	9 45
2	0 54	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

30% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 65%; flat head, 67½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.

Set Screws, 35%.

SCYTHES—	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $16.20; D.H., Sqr. Pt., $15.95; L.H. Rd. Pt., $16.95; L.H., Sqr. Pt., $16.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 4, $20.00; No. 6, $20.50; No. 8, $21.00.

SNATHS—

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$7 55
12 gauge	7 60
14 gauge	7 65
16 gauge	7 75
18-20 gauge	8 55
22-24 gauge	8 40
26 gauge	8 45
28 gauge	8 55

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, nickeled	$127 20
Household, japannel	......
Superba, nickeled	......

F.O.B. Jobbers' Warehouses, Winnipeg.

SOLDER. Per pound, 40c to 41c.

SPIKES, BOAT

Pressed, ¼ in., $8.30; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

STAPLES

Bright iron round head, 65%; flat Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.15 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $5.65. Mild, 3-16, ¼, 5-16, $5.50 base; other sizes, $5.50 base. Band steel, $5.75 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$24 25
20 x 33 I.X. box	33 50
20 x 33 I.C. box	28 75
20 x 33 I.X. box	33 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	7 80	4 55
No. 2	4 80	11 55	6 70
No. 3	6 75	15 40	8 90

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 86
Cotton, 3-ply, balls	0 90
Cotton, 4-ply, cones	0 90
Cotton, 4-ply, balls	0 95

VARNISHES—

Stephens' Luminette, gal.	$3 50
Stephens' Exalite, gal.	4 25

WARES, ETC.—

Scotch Grey, 40-12½% discount.

Colonial Imperial, Pearl, 12½% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 30-7½%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list, plus 32%.

Stamped Ware, plain, 30-15% discount.

Stamped Ware, retinned, 20-20% discount.

Pieced Tinware, ordinary, list, plus 64%.

Pieced Tinware, copper bottoms, list, plus 83½%.

Sheet Iron Ware, list, plus, 32%.

Light Galvanized Pails, plus 30%. Tubs, list plus 30%.

Heavy Galvanized Pails and Tubs, plus 41%.

Jap. Coal Hods, list, plus 77%.

Galvanized Coal Hods, list, plus 62%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

WASTE

Cream, Polishing	$0 22

WHITE

XXX Extra	$0 21
XX, grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED

Fancy	0 17
Lion	0 15½
Standard	0 14
Popular	0 12½
Keen	0 11

Above lines subject to trade discount for quantity.

WIRE, BARB

Lyman, 4 point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.25; No. 12, $6.40; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.45.

Patented screen in 100-ft. rolls $3.25 per hundred sq. ft.; in 50-ft. rolls; $3.25 per 100 sq. ft.

WIRE, PLAIN

Boles ties, 14 gauge, single loop, $7 Winnipeg; $6.50 Fort William.

Brass snare wire, per lb., 90c.

WIRE, ANNEALED

No. 9, $5.79; 10, $5.81; 12, $5.95; 14, $6.15; 15, $6.30; 16, $6.45 per 100 lbs.

WRENCHES (NUT)

Agricultural—	Doz.
6 inch	$6 00
8 inch	7 20
10 inch	8 40
12 inch	10 80
15 inch	14 40

Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES (PIPE)

Stillson—	Each
6 inch	$1 05
8 inch	1 18
10 inch	1 31
14 inch	1 84
18 inch	2 62
24 inch	3 81
36 inch	7 09

Trimo—	
10 inch	$1 56
14 inch	2 19
18 inch	3 13
24 inch	4 53

Always Ready—	Dozen. Black.	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze. $62.55 per dozen. Reliance

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.
WINNIPEG, MANITOBA LIMITED

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

HARDWARE & METAL'S unique circulation as proven by the A B C Audit is due to 31 years of honest effort to give the retail trade the best possible service.

MEHASCO

Mehasco Pocket Knives

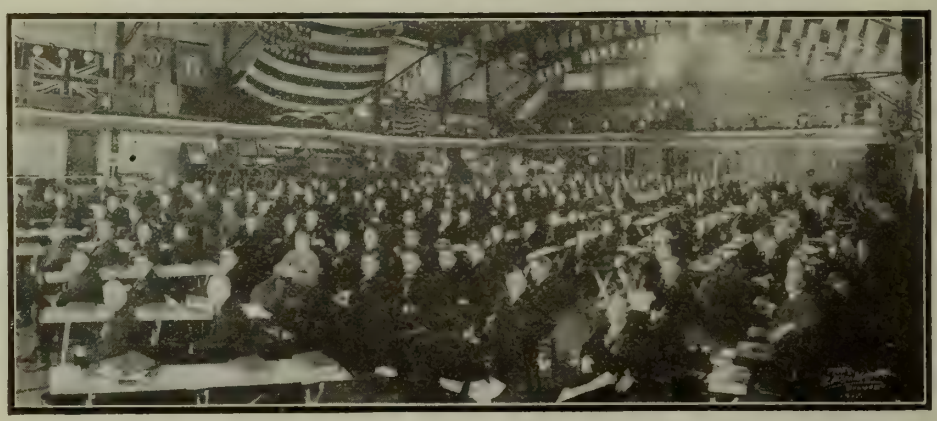
This line is justly becoming famous, owing to its quality and finish. We carry a large stock and guarantee each blade. The customer must be satisfied. Blades are made from highest grade steel and proper assortments are in stock for Western trade. Large range in Horn, Celluloid and Vulcanized Handles with Leather Punch; the same in Cattle Knives and a still larger range in small Penknives with two and three blades.

We would be pleased to forward samples for inspection to any account on whom our travellers do not call regularly.

Merchants' Hardware Specialties, Limited
Calgary

A View of Winnipeg, Edmonton and Duluth Salesmen Grouped Outside.

Marshall - Wells Company's Duluth, Winnipeg and Edmonton Travelling Salesmen Holding Their First International Convention



The view at left shows the Convention assembled in the Company's huge Gymnasium on the top floor of the Warehouse.

NOTE: The Portland and Spokane Salesmen were not present.

Taking into consideration the absence of the Portland and Spokane salesmen, the above views indicate a wonderful expansion of the company's business in recent years.

That Marshall-Wells Company has unbounded faith in the future of Western Canada may be seen in the erection of the fine new warehouse at Edmonton and the large factory in St. Boniface for the manufacture of Paints and Varnishes, and the blending of their own Lubricating Oils which are now meeting with a rapidly increasing demand from the Prairie Provinces, under the brand Zenoil.

Marshall-Wells Company also operate the Dominion Stove & Foundry Company at Penetanguishene, Ontario, which is the source of supply for their entire requirements of stoves, ranges and furnaces.

Something of the kindly attitude of the company toward its employees may be seen in their profit-sharing and savings fund, recently established to encourage the employees to save and enable them to share in the profits of the company, with the ultimate aim that as old age approaches they may retire from active service well provided for.

At Winnipeg, the company has recently established a splendid rest and lunch room for the sole use of their employees. It is being operated at actual cost, without any consideration being given to overhead charges. The reduced cost of the noon-day meal and also the extra time available for their leisure is greatly appreciated.

Reports from all five houses give every promise that 1920 will far surpass all previous records for volume of business.

1869 1919

Golden Jubilee

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Trademark Largest Wholesale Behind Canada's Hardware House

Mayall Auto-Heaters

MEAN QUICK SALES FOR THE DEALER

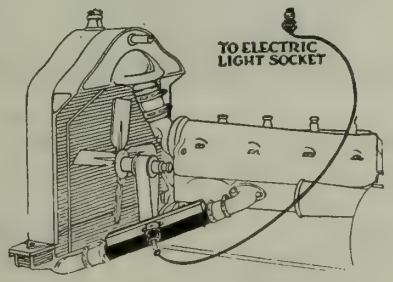
AND

COMPLETE SATISFACTION FOR THE CONSUMER

Your Garage and Engine kept warm at minimum cost

THE MAYALL AUTO-HEATER has solved the problem of keeping the engine warm and ready for instant use. The installing of this heater means no more frozen radiators, no more dead engines. It can be operated with one-half the current necessary to operate an electric iron or toaster, saves gasoline and prevents damage to and the running down of storage batteries, no warming up being necessary. The Mayall can be installed on any standard make of car in a few minutes and becomes a permanent part of the circulating system of the engine. It will not boil anti-freeze mixture containing 33 per cent. alcohol and there is no loss through evaporation. Attaches to any electric light socket instantly.

What Every Motorist Needs



Showing Heater attached to a Ford Car

Guaranteed To Give Satisfaction

WHOLESALE DISTRIBUTORS—

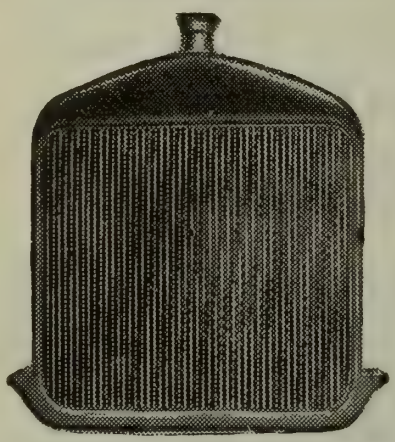
The J. H. Ashdown Hardware Co., Limited

Calgary Winnipeg Saskatoon

The PERFECTO RADIATOR

Built on Scientific Principles

Non-Burstable



A Money Making AGENCY

For Ford CARS, $40.00

Guaranteed

An Ideal Radiator for all seasons. Guaranteed against Frost.

REPAIRS

We have the most up-to-date Auto Radiator Repair Department in Western Canada.

Guarantee Sheet Metal & Roofing Co.

490 Portage Ave. Winnipeg, Man.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

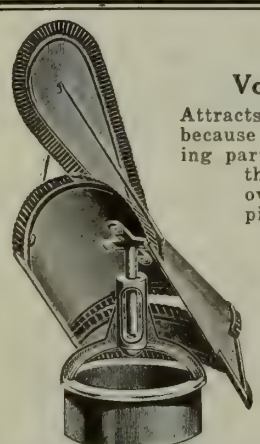
A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



O-Rib-O

Volcano Chimney Top

Attracts the customers and closes sales because the Deflector—the lower slanting part shown—receives wind through the sloped opening directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys. Sells readily for homes, stores, churches, factories and as a ventilator for barns and warehouses.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

HAVE A

Forwarding Agent in Winnipeg

We have a good warehouse here and are in a position to help you give A1 service to your trade in the West.

We will re-pack, sort and re-ship from your stock here, guaranteeing prompt service, or if desired we will solicit and sell your Western customers.

If you are interested, write for particulars. Bank references furnished.

W. R. JAMES & CO.

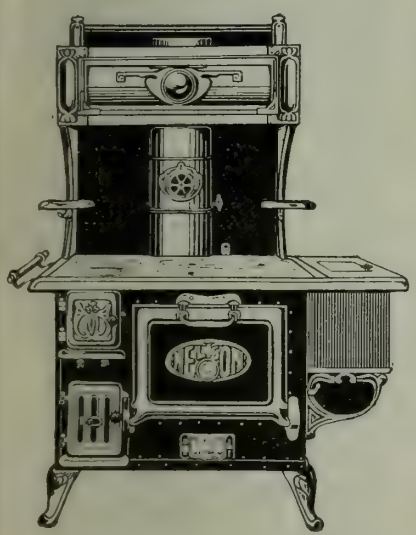
47 Henry Avenue East - WINNIPEG

WOOD, VALLANCE LIMITED

"The Name is a Guarantee of Merit"

WESTERN DISTRIBUTORS FOR

Moffat's Celebrated Stoves



Nine Exclusive Features.

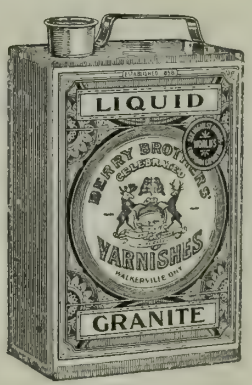
A Guarantee With Every Range.

Humphreys Celebrated English Cutlery

Humphreys Pocket Knives Are The Highest Quality

Humphreys Butcher Knives Are The Stay-Sharp Kind

Berry Bros. Varnish and Stain Finish



The World's Largest Varnish Manufacturers.

Strictly a Quality Product.

A Full Line of Auto Colors

"To Delay a Necessary Purchase is to Lose Money"

Send Us Your Mail Orders

SERVICE SATISFACTION

WOOD, VALLANCE LIMITED

WOOD, ALEXANDER & JAMES
HAMILTON and TORONTO

WOOD, VALLANCE & ADAMS, Limited
CALGARY, ALBERTA

Wholesale Hardware, Sporting Goods and Automobile Supplies

WINNIPEG - MAN.

WOOD, VALLANCE & LEGGAT, Limited
VANCOUVER, BRITISH COLUMBIA

WOOD, VALLANCE HARDWARE CO., Ltd.
NELSON, BRITISH COLUMBIA

THE BUYERS' GUIDE

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Abrasives
The Carborundum Co,, Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Arms
The Fraser Co., Agents B.S.A., Montreal, Que.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Pit Doors
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
J. E. Beauchamp & Co., Montreal, Que.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
The Renaud Motor Supply Co., Ltd., Montreal Que.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Eletric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co,, Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co,, Waupun, Wis.
Smith & Hemenway Co., Irrington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Belting, Cotton
Dominion Belting Co., Hamilton, Ont.
Plewes Ltd., Winnipeg, Man.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Gurney Foundry Co., Ltd., Toronto.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.
Pratt & Whitney Co., of Canada, Ltd., Dundas.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Economy Foundry Co., Ltd., Winnipeg, Man.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, Toronto.
The A. R. Whittall Can. Co., Ltd., Montreal

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplers, Belt
Strong Machinery & Supply Co., New York, N.Y.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada. Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H. Brooklyn, N.Y.

Creepers, Ice
Churchill Mfg. Co., Inc., Lowell, Mass.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg., Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Belts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McFinnon Industries, Ltd., St. Catharines, Ont.
Wilnams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Collette Mfg. Co., CVollingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
The Can. General Electric Co., Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
The Northern Electric Co., Ltd., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada. Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

THE BUYERS' GUIDE

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasolene Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Prairie Chemical Co. of Canada, Ltd., Winnipeg

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co. Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Victor Saw Works, Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hames, Steel and Iron
McKinnon Industries, Ltd., St. Catharines, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Asthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St Thomas
St. Mary's Wood Specialty Co., Ltd., St. Mary's Ont

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Hubs for Ford Cars
McKinnon Industries, Ltd., St. Catharines, Ont.

Hub Caps
McKinnon Industries, Ltd., St. Catharines, Ont.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kalsomine Cleaner
Satinette Products Mfg. Co., The, Toronto, Ont.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Acetylene
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Willson, Ltd., Toronto.

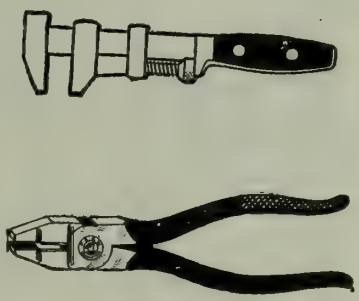
Lamps, Electric
Mundorph & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

366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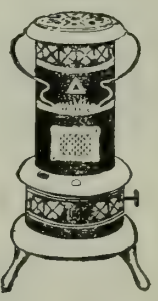
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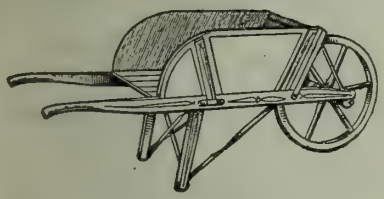
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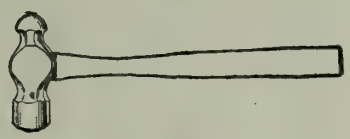
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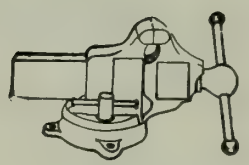
67

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HARDWARE & METAL

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North American Hardware Co., Ltd., Montreal, Q.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago,
North American Hardware Co., Ltd., Montreal.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Plewes Ltd., Winnipeg, Man.

Leather Dashes and Fenders
McKinnon Industries, Ltd., St. Catharines, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

Lock Washers
H Paulin & Co., Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinery Supplies
Williams & Wilson, Ltd., Montreal, Que.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stamping
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co. of Canada, Ltd., Dundas.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oil Storage Systems
Gilbert & Barker Mfg. Co., Springfield, Mass.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

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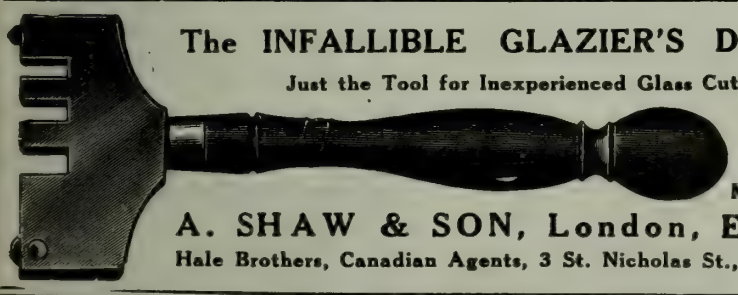

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Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd,, Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Plow Rings
International Malleable Iron Co., Ltd., Guelph.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pumps, Semi-rotary
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed

Saws, Crosscut and Band
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Sawset
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Back
The Crescent Co., Meriden, Conn.

Saws, Compass
The Crescent Co., Meriden, Conn

Saws, Coping
The Crescent Co., Meriden, Conn.

Saws, Butchers', and Rifle
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Saws, Hack
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Searchlights
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works. Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Snips (Tinner)
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Ciemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1634 St. Urbain St., Montreal.
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.

THE BUYERS' GUIDE

A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spiceman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks, Storage
Gilbert & Barker Mfg. Co., Springfield, Mass.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montreal

Tires and Tubes, Automobile and Motor Tr
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toron
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Toboggans
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Store Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

B·S
TRADE MARK

Brown & Sharpe Tools

Meeting the Demands of The Shop

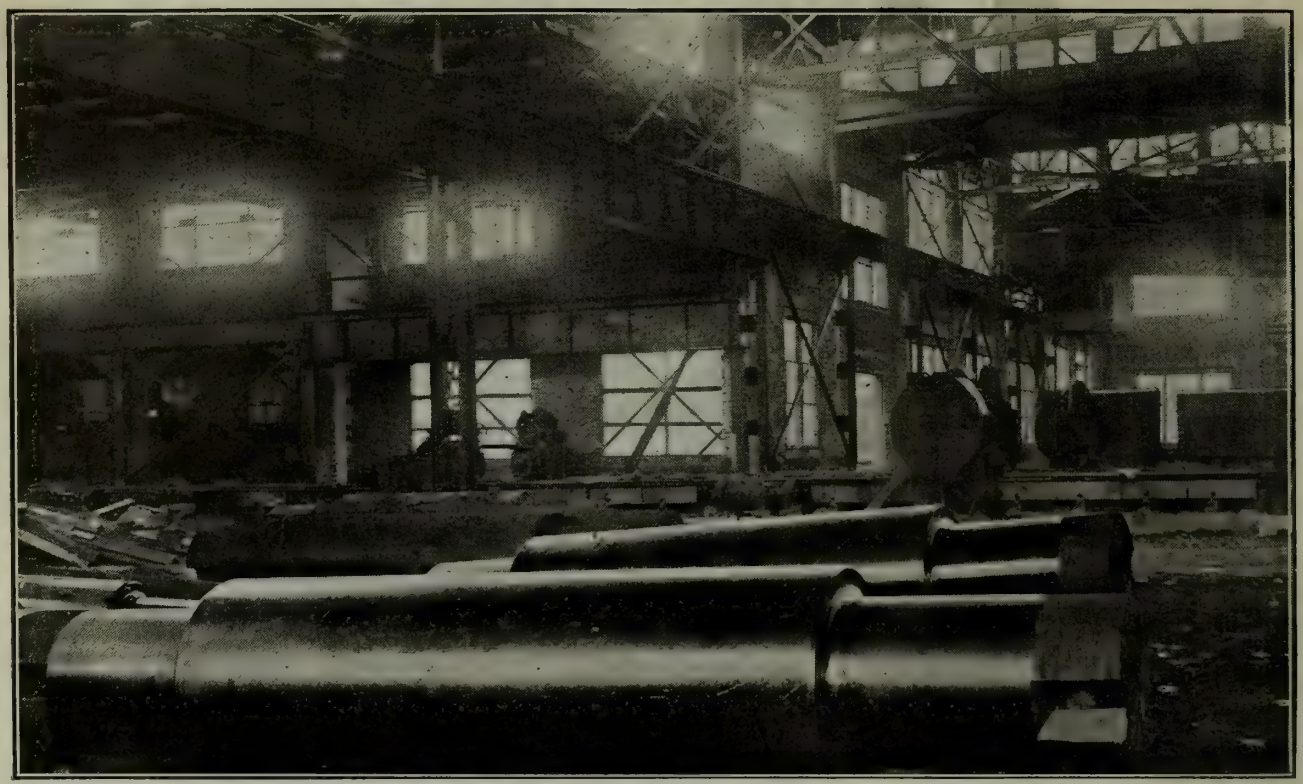
THE tools that have met the demands of the shop and of the machinist for the last three generations are the tools that meet the demands of the dealer who desires a reliable all year product offering more than profit. The accurate, reliable service that these tools give have gained for them a reputation that brings **prestige** and **goodwill** to the dealer with every sale.

The influence that these well known tools carry is a point that should receive consideration when stocking new tools.

Send for Catalog 27 and learn about the 1000 tools with a million uses.

Brown & Sharpe Mfg. Co.

PROVIDENCE, R.I., U.S.A.



The illustration shows huge rolls being installed in an extension to one of the Eastern Canada steel plants.

Export Trade Increases $127,000,000

Figures for the Past Twelve Months Are the Second Highest in the History of the Dominion and Were Only Exceeded When Huge Quantities of Munitions Were Being Shipped—Big Developments in Iron and Steel Industry

THAT Canadian firms are fully maintaining the steady progress they have been making in the export markets of the world is shown by figures just issued at Ottawa by the Department of Trade and Commerce.

The total exports of the Dominion for the year 1919 were $1,232,255,606, and the total imports $940,567,781, making the total volume of trade for the year $2,262,823,387.

This is an increase of almost $127,000,000 over the preceding year, and with the exception of 1917, when the figures were swelled by the enormous quantities of munitions and foodstuffs sent overseas, is the greatest year in the history of the Dominion.

WORLD'S EYES ON CANADA

When it is considered that wheat did not figure so largely last year in Canadian exports, the showing is the more remarkable and indicates the place Canada is taking in supplying the needs of the world. While Canadian firms have gone after business aggressively, and have been constantly expanding their factories and installing new machinery and equipment to keep pace with their steadily growing trade, inquiries from all parts of the globe have been coming in as rapidly as they can be handled.

Every effort is being made to give prompt shipment of merchandise, and merchants and business men in all countries whose stocks are low will find it to their interest to get in touch with firms whose advertisements are to be found in the pages of this issue of HARDWARE AND METAL.

MAKING STEADY PROGRESS

Lack of ships has been one of the great handicaps under which all the great trading nations have been laboring during the past two years. Months ago, in fact some time before the war ended, the Canadian Government, foreseeing the situation and the coming demands from all over the world for Canadian goods, launched upon a ship-building programme which has been carried on unceasingly. As a result Canadian firms have at their disposal ships owned by their own Government which are carrying Canadian goods to all parts of the world. The ship-building programme is being carried on steadily.

A BIG DEVELOPMENT

One of the most important developments since the war has been in mining. No country in the world has a greater wealth of natural mineral resources than Canada, and with silver at its present prices, and other metals higher than ever before, a stimulus has been given production that is showing in the enormously increased figures.

During the year 15,754,094 ounces of silver were produced, valued at $16,419,883. Extensions to existing properties and development of new ones during the coming year are expected to greatly increase this total.

DEMAND FOR LUMBER

As might be expected, the immense forest areas in some of the Provinces are proving of immense value in the work of reconstruction in Europe, and orders for lumber that exceed $50,000,000 are already on the books of the mills. Sawmills are working night and day getting out the timber required for new homes and other purposes in Europe.

In addition to the lumber cut, Canada is supplying enormous quantities of pulp from which news and other paper is manufactured. The pulp products of the Dominion this year will approximate $125,000,000.

IRON AND STEEL

One of the features of the export trade has been the large increase in steel and iron products. These are best illustrated by the figures, as follows: 1919, $65,088,338; 1918, $47,887,101; 1917, $44,139,180.

There is at the present time a demand for iron and steel products that is taxing the capacity of all mills and has necessitated further extensions which will involve several million dollars.

Two big new projects of special interest in this development are the establishment at Toronto by Baldwins, the famous Welsh firm, of a plant for making tinplate that will cost $3,000,000 and employ 5,000 men, and the location at Point Edward, Ont., of the Lake Huron Steel Company, which contemplates a plant costing $15,000,000.

ANOTHER BIG PROJECT

Another big project in connection with the production of steel is the building at Ojibway, Ont., of the $20,000,000 plant of the Canadian Steel Corporation. Work on this is progressing steadily.

In Eastern Canada the big steel companies have been constantly adding to their plant and equipment.

OUTPUT OF AUTOS

During the past year Canada more than doubled her output of automobiles and 20,104 cars, valued at $11,868,762, were exported. The automobile business is one of the fastest-growing in the whole Dominion, and by midsummer it is estimated that nearly $15,000,000 worth of new factories and new equipment for increasing the output will be in operation.

In addition to the export demand there is an enormous home demand to take care of. Just how great this is may be gathered from the fact that the returns for the Province of Ontario show that the number of cars in actual use has doubled every two years for some time past. The farmers are heavy buyers of automobiles, and in many sections of the country 80 per cent. of them drive their own cars.

MAXIMUM PRODUCTION

Speaking of the farmers brings to mind the work they have been doing in helping to maintain the food supplies not only of England, but of Europe. In the past twelve months the exports of flour amounted to $107,122,708, in addition to 61,712,596 bushels of wheat valued at $140,927,334, 10,818,555 bushels of barley valued at $9,114,624, and other grain valued at $21,115,369.

Other exports of farm products included 217,125,693 pounds of ham and bacon valued at $73,752,163, and 119,947,447 pounds of beef valued at $23,393,626, and canned meats valued at approximately $5,000,000.

Hides and skins for the making of various leather products were exported to the value of $16,945,254.

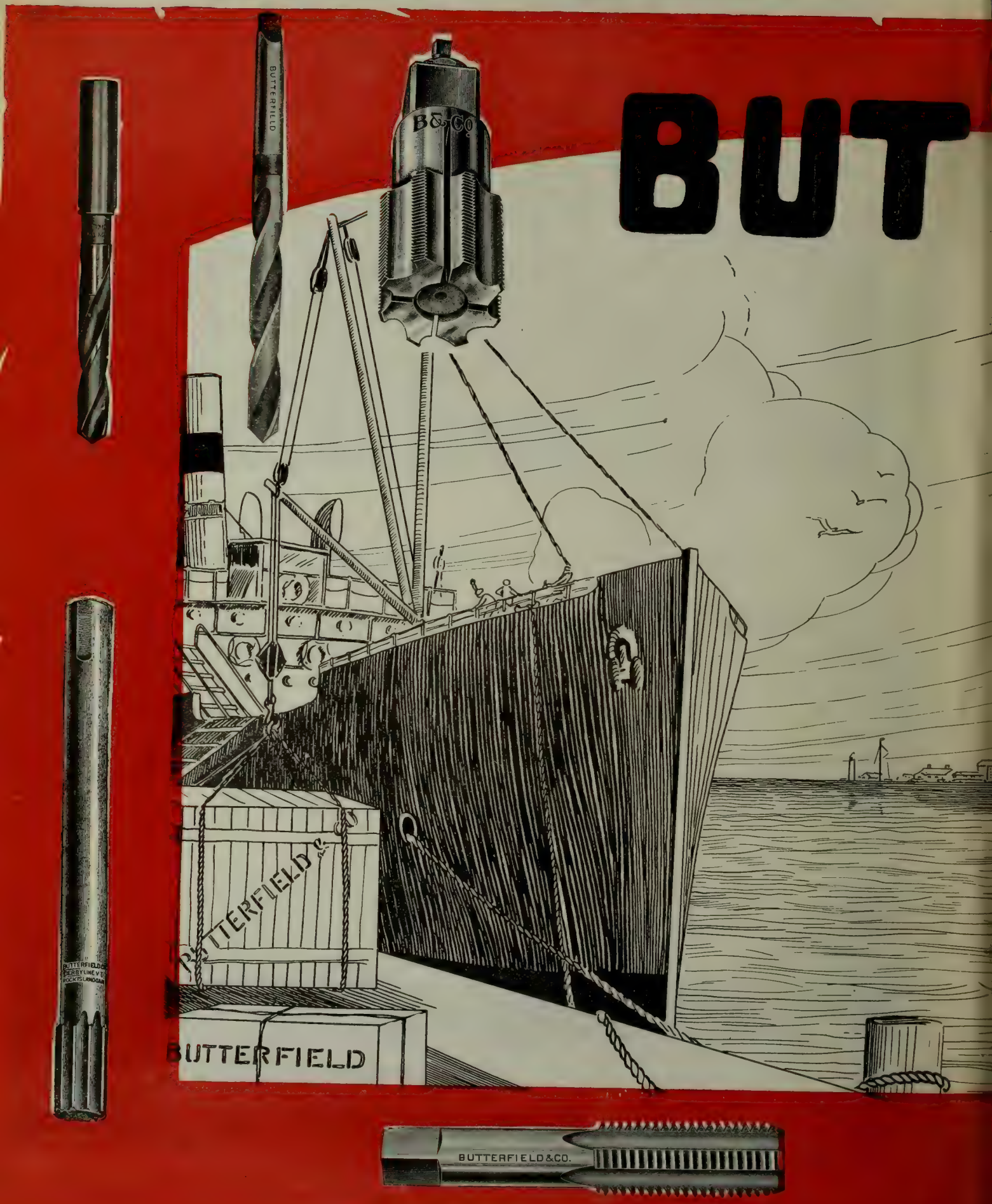
SENT MANY ANIMALS

Live animals valued at $53,460,800 were exported, and 16,487,414 pounds of butter valued at $8,346,311, and 104,812,528 pounds of cheese valued at $29,961,587. Milk and cream exports exceeded $9,000,000.

Fish exports totalled $43,968,408.

The few figures quoted above indicate that the Canadian people are not only substantial producers in the factory, the forest and the mine, but that they back all this industry by rich agricultural fertility. This is a combination that, with the country's tremendous resources, offers to those in need of products or foodstuffs an ample opportunity to replenish their stocks. An inquiry sent to any Canadian business house will receive not only prompt attention, but may lead to the establishment of a connection that will be permanent and invaluable.

A busy section of a Canadian shipyard


BUT
BUTTERFIELD
B&Co
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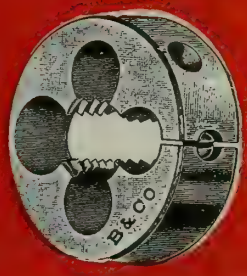
BUTTERFIELD&CO.

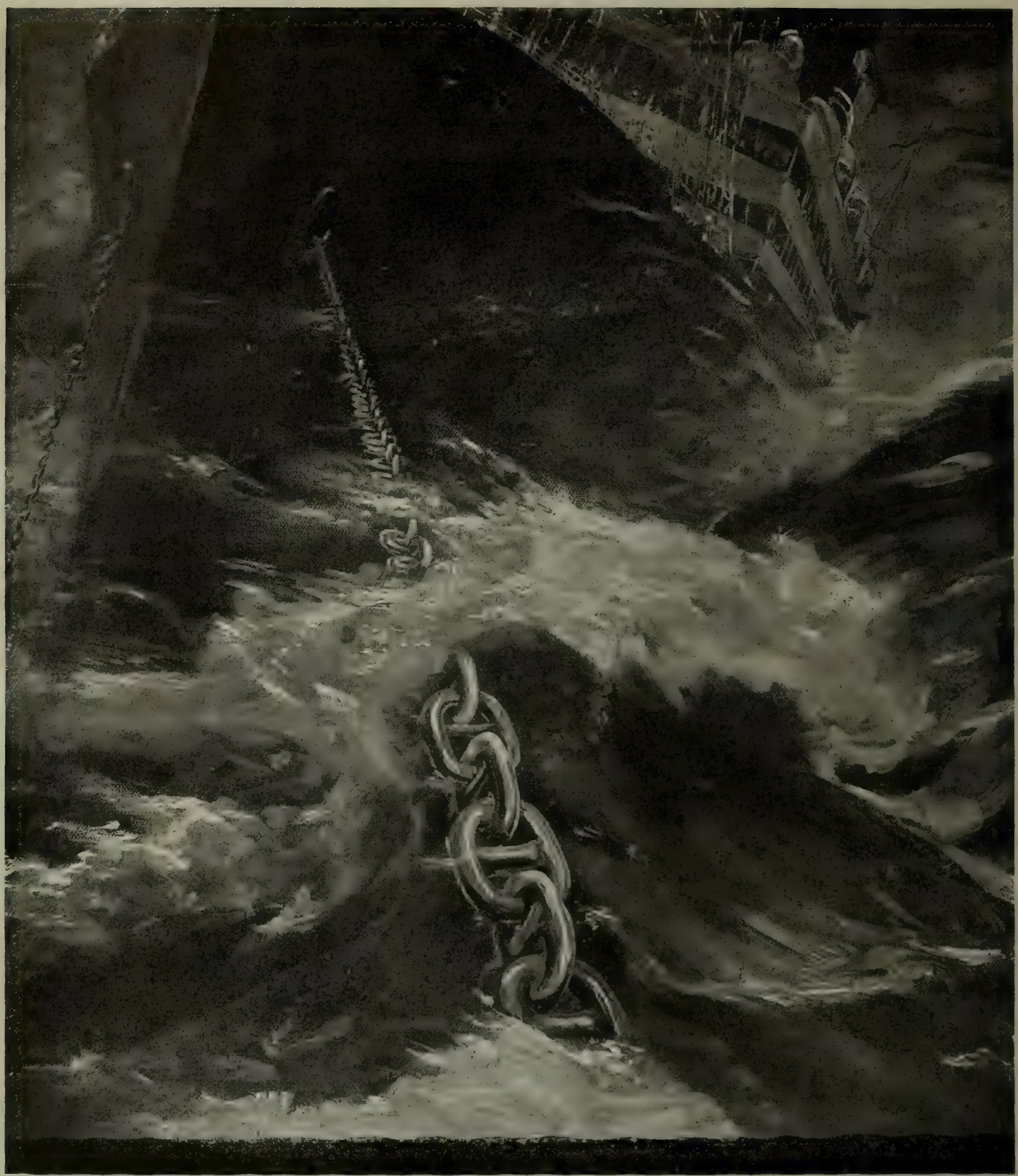
TERFIELD



Export Service

with a sympathetic understanding of your needs puts the tried and proven Butterfield high speed and carbon twist drills, reamers, milling cutters, taps, dies and other celebrated, efficient Butterfield products within ready reach of all the world.

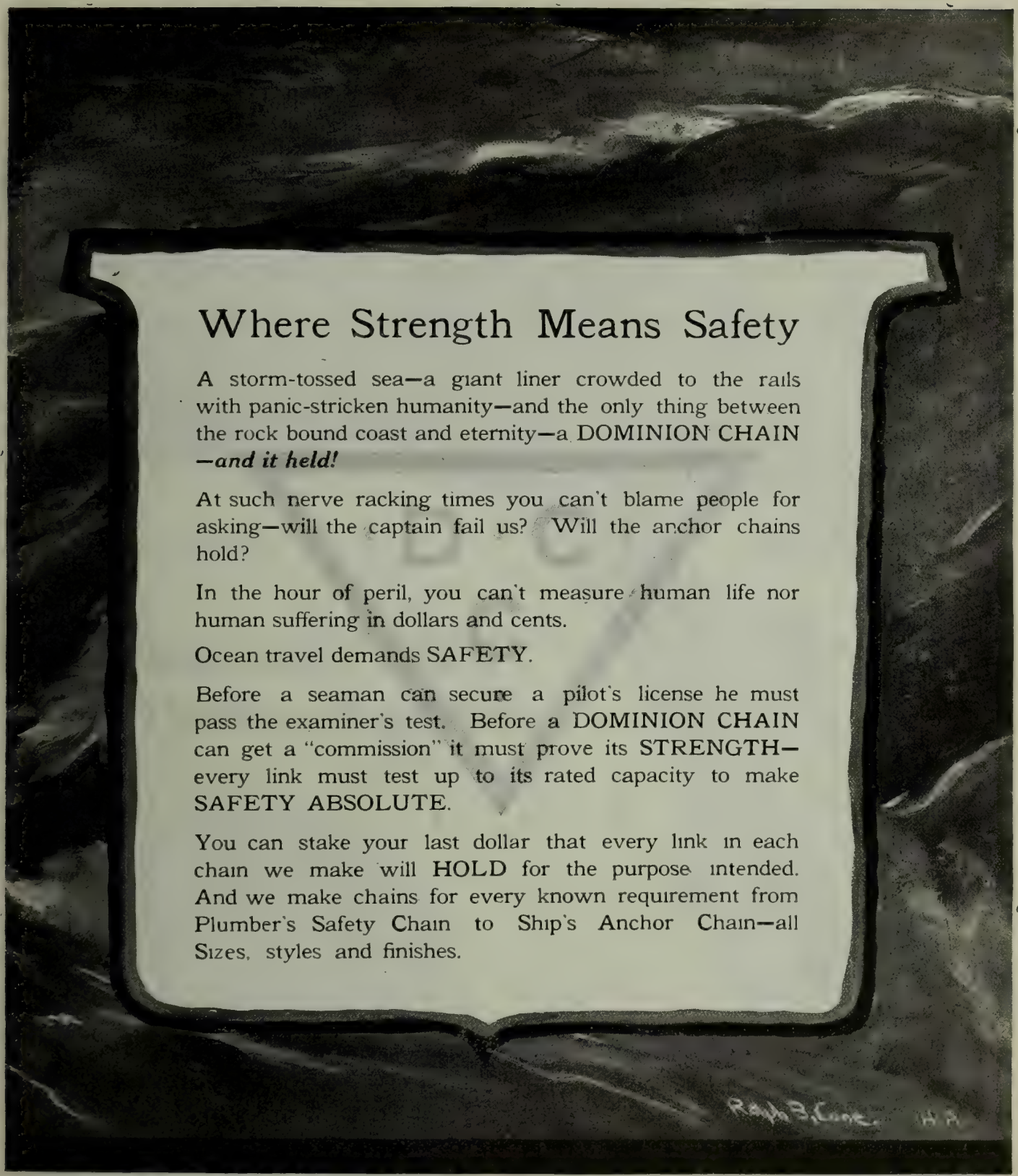
Butterfield & Co., Inc.
Rock Island, Que.,
Canada



D·C·C

DOMINION CHAIN

NIAGARA FALLS,



Where Strength Means Safety

A storm-tossed sea—a giant liner crowded to the rails with panic-stricken humanity—and the only thing between the rock bound coast and eternity—a DOMINION CHAIN ***—and it held!***

At such nerve racking times you can't blame people for asking—will the captain fail us? Will the anchor chains hold?

In the hour of peril, you can't measure human life nor human suffering in dollars and cents.

Ocean travel demands SAFETY.

Before a seaman can secure a pilot's license he must pass the examiner's test. Before a DOMINION CHAIN can get a "commission" it must prove its STRENGTH—every link must test up to its rated capacity to make SAFETY ABSOLUTE.

You can stake your last dollar that every link in each chain we make will HOLD for the purpose intended. And we make chains for every known requirement from Plumber's Safety Chain to Ship's Anchor Chain—all Sizes, styles and finishes.

COMPANY, Limited

ONTARIO

D·C·C

To the Hardwaremen and Toy Buyers of Canada

THE American Flyer Manufacturing Company cordially invites the Hardwaremen and Toy Buyers of Canada to visit them during the New York Toy Show at the Breslin Hotel, from February second to March thirteenth, nineteen hundred and twenty.

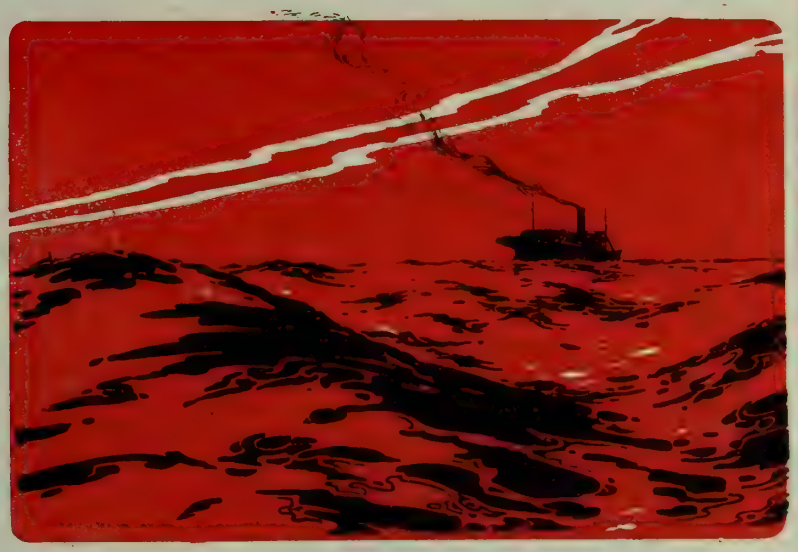
Messrs. H. F. and Roy Mack,
Rooms 602-603

American Flyer Mfg. Co.

2261 S. Halstead St., Chicago, Ill.

Makers of a Complete Line of
Mechanical and Electrical Trains

"Goes the Round of the Sun"



Harris Heavy Pressure

"The Babbitt Metal Without a Fault"

RELIABILITY is essential to ships at sea. Navigation, safety and a successfull voyoge depend, in the last analysis, on bearings.

For marine engines, as well as the everywhere else that speed, hard work and dependability become essential factors, Harris Heavy Pressure is invariably specified and bovght.

The Canada Metal Company
Limited

Hamilton — Winnipeg
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Our new book, "Babbitt Problems," mailed free

Our Specialties: Babbitt, Solder Lead Pipe, Sheet Lead, and All Ingot Metals.

FOREIGN REPRESENTATIVES:

Dominion Exporters Limited, Cape Town, South Africa. Th. de Schryver Limited, Auckland, New Zealand. Messrs. Hugh Scott Young, Melbourne, Australia. Dominion Exporters Limited, British West Indies.

Save the surface and you save all" *Paint & Varnish*

Ramsay's

The Right Paint To Paint Right

A. Ramsay & Son Company

Toronto MONTREAL Vancouver

Makers of Property Preserving Paints and Varnishes for 78 years.

Distributers

NOVA SCOTIA
Jas. Simmonds, Limited, Halifax, N.S.

EDMONTON DISTRICT
Revillon Wholesale Limited, Edmonton

CALGARY DISTRICT
The Macdonald-Baker Co., 818th 8th Ave. W., Calgary

Ingersoll

FILES

P X H
TRADE MARK

IMPERIAL
TRADE MARK

"Cut Faster and Wear Longer"

Ingersoll Files also "Sell Faster and Satisfy Longer" because they are manufactured from Best Clay Crucible Cast Steel exclusively, and processed throughout by expert workmen. Because of their unvarying high quality and the perfect service they give these brands have become the Standard of the Dominion.

Made in the best equipped file factory in the Dominion. 90,000 square feet of floor space devoted entirely to the production of Canada's Finest Files.

Sold on an absolute guarantee of "Make-Good" or "Money-Back" and

Made in Canada
by
Canadian Capital
and
Canadian Labor

Domestic Dealers, ask your Jobber.

Ingersoll File Co., Limited

John Morrow Screw & Nut Co., Limited
SOLE DISTRIBUTORS
Ingersoll, Ontario

LION BRAND CORDAGE

High Grade Manilla Fibre

Sell your customers nothing but the best. In yardage, strength, durability, wearing and lasting qualities **LION BRAND MANILLA ROPE** takes first place. Subject it to the severest tests—stretch, examine, work or twist it, and note the results.

LION BRAND MANILLA ROPE is made to withstand the roughest usage. A most satisfactory quality line to handle; splendid profits in it for the Dealer.

Write for price list to the Halifax Branch

"Coast to Coast Service"

Consumers' Cordage Company, Limited

Head Office:

MONTREAL, CANADA

Mills at
MONTREAL
and
HALIFAX
Branches and Stocks:
ST. JOHN, N.B.
and **TORONTO**

Agents and Stocks:
TEES & PERSSE
Limited
Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William
Jas. Bisset & Co., Quebec
Macgowan & Co., Vancouver

Wire Rope
AND
Fittings
THE B. GREENING WIRE CO. LTD.
HAMILTON, ONT.
THE B. GREENING WIRE CO. LTD.
HAMILTON, CANADA.

Reliable Linseed Oil is Essential

YOU CAN DEPEND
ON

Livingston Brand

In the early days Mr. James Livingston, the founder of the business, gave his personal supervision to Linseed Oil manufacturing. He has since given 56 years of continuous study to its development with but one aim—

QUALITY

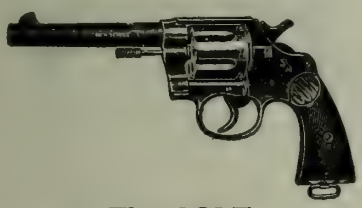
Quality is the password in every department of the Livingston plants. Your interests are best served by insisting on securing **Quality Brand.**

The Dominion Linseed Oil Company,
Limited

BADEN TORONTO MONTREAL WINNIPEG

The COLT
Police Positive.
Adopted by Police Departments of the leading cities throughout the United States and Canada.

The COLT
Army Special.
Designed for those who wish an accurate, powerful shooting arm of medium and maximum **durability.**



The COLT
New Service.
The Standard side arm of the famous Canadian Northwest Mounted Police.

The COLT
Single Action Army.
Over half a century in actual use. More of them have been produced than any other revolver ever manufactured.

SPORTSMEN know that the best reference a piece of sporting goods can have is the unprejudiced recommendation of a brother sportsman,—Why? Because he **knows**—in other words he has **been there.**

Every purchaser of a COLT Automatic Pistol or Revolver adds to the ranks of those men (or women) **who know,**—who know the best and are not put off with any inferior make.

Individual preference sometimes is for a small calibre arm that uses the easily obtained and inexpensive .22 cartridges—like the .22 COLT AUTOMATIC PISTOL or the POLICE POSITIVE TARGET REVOLVER; some choose the heavier Revolver such as the COLT ARMY SPECIAL—for the average hunting or camping trip, or the .32 COLT AUTOMATIC PISTOL to leave in the top dresser drawer or carry in the car; and yet others demand the larger bore—some Westerners still insist upon having the "Old .45 Six Gun," some prefer the more up-to-date COLT "NEW SERVICE"; Uncle Sam and his allies decided on the caliber .45 COLT Automatic Pistol.

But all agree that no matter what type or size is selected, it is essential that it be of COLT manufacture.

The great COLT factories, with largely increased facilities, are making every effort to fill the tremendous orders from all parts of the country for COLT firearms.

With each day filling the hearts' desire of some hundreds of these loyal COLT booster-owners, it will be only a short time before that booster's best friend will be placing his order for a COLT.

Dealers should place their orders now for future deliveries in order that they may satisfy their customers by giving them the best—a COLT'S.

COLT'S PATENT FIRE ARMS MFG. CO.
HARTFORD, CONN., U. S. A.
Manufacturers of

Colt's Revolvers	**Colt's Automatic Pistols**
Colt's (Browning) Automatic Machine Guns	**Colt's (Browning) Automatic Machine Rifles**

The COLT
.22 Automatic Target Pistol.
A favorite with the expert, sportsman, camper and for home practice.

The COLT
.25 Automatic Pistol.
The smallest, lightest and most efficient arm of its size made. Fits the vest pocket.

The COLT
.32 and .380 Automatic Pistol.
The ideal arm for home protection or to carry in the car.

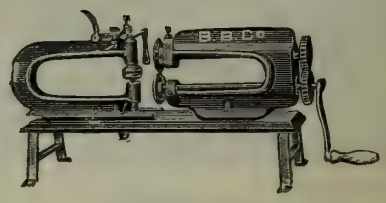
The COLT
.45 Automatic Pistol.
GOVERNMENT MODEL
After a perfect record overseas this arm took highest honors at the National Shoot in competition with special target arms.

A. MACFARLANE & CO., LIMITED, MONTREAL, P. Q.

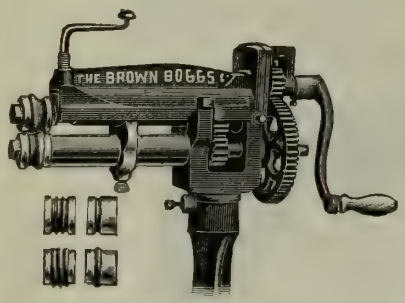
Sheet Metal Working Tools

8ft. Steel Brake

Foot Squaring Shear

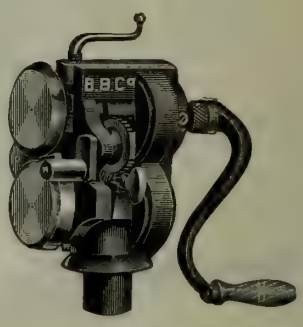


Circular Shear

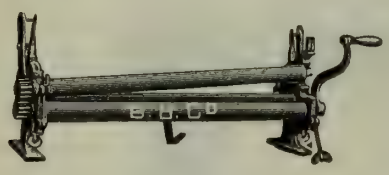


No. 3 Beader

"B.B." Tools are Production Tools

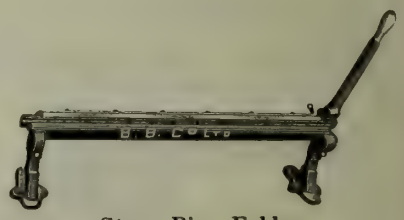


Wiring Machine



Forming Rolls

Only by installing up-to-the-minute tools can you hope to get the maximum production that is so necessary under present high labor costs.



Stove Pipe Folder

Every B.B. Tool is a Producer, and is built with the above idea in view

Our line comprises all kinds of light and heavy Sheet Metal Working Tools, including Power Presses, Shears, Brakes, Bending Rolls, etc., etc.

THE BROWN BOGGS CO., LIMITED

HAMILTON, CANADA

You've got to hand it to

The "HAN-D" Hammer

for a Winner on Steady Sales and Good Profit

Retails in Canada

$2.00

One of the Edelmann Products

Beautifully nickel-plated and polished all over, this clever tool combines a hammer and three excellent screw drivers nested inside the handle as shown. These screw driver blades are of high grade tool steel hardened, ground and perfectly tempered, guaranteed useful, practical tools. The Han-D Hammer measures 7½ inches long and weighs 10 ounces.

You have but to display the Han-D Hammer and it sells. Its clever design and obvious usefulness are irresistible to the owners of autos, motorcycles, bicycles, sewing machines and all kinds of mechanical articles. We furnish a handsome Display Card free to merchants with every unit package of 10 Han-D Hammers.

Place Your Order Now---We Can Make Immediate Shipments

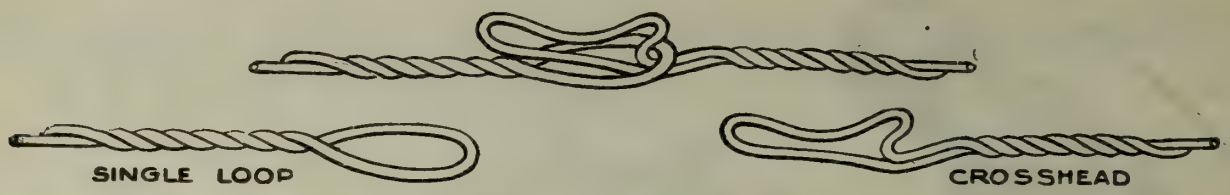
E. Edelmann & Co.

Chicago, U. S. A.

Manufacturers of

Breaknot Hydrometer
Jumbo Grease Guns
Gem Grease Guns
4-in-1 Screw Drivers
3-in-1 Screw Drivers
Sexto Wrench Set
Hand-D Rench Set
Perfect Coupling Assortment
No. 312 Cut Outs
Leaknot Air Chucks,
etc., etc.

Ask Your Jobber



Bale-Tie Department

Wire-Drawing Department

Nails

In the Sizes and Patterns of all the Markets of Europe, Asia and Australia

Wire and Wire Bale-Ties

Ready for prompt shipment to all parts of the world.

A broad experience in shipping and packing for export enables us to offer a service that handles your problems to advantage.

Besides Bale-Ties and special Hay Baling Wire made from genuine Bessemer stock, we also manufacture Wire Nails, Fence Staples, Fine Wire, Bright, Annealed and Liquor Finished, Square, Pine, Brush, Bookbinders', Hat, Florists' and a fine quality of tinned or bright Mattress Wire, properly packed for export to all markets.

Our quotations are f.o.b. Atlantic or Pacific ports, or c.i.f.

Inquiries from abroad solicited.

The Laidlaw Bale-Tie Company, Limited, - Hamilton, Canada

Harry F. Moulden & Son, Winnipeg, Man. A. T. Diggens, Toronto, Ont. H. E. O. Bull, Montreal, Que.

London, England: M. Bryan, 24 Aldgate

All Atlantic Ports from Baltimore north are equally convenient to Hamilton

KRIBS ELECTRIC

A Saver of Labor, Time and Money
For the Purchaser

A Profit-Maker and Business-Builder
For the Dealer

These days of high costs bring a rapidly increasing demand for household labor-saving devices.

The home laundry advances in popularity every day on the basis of sanitary precaution, less wear and tear on fabrics and direct money saving.

KRIBS ELECTRIC WASHER solves the problem wherever electric power is available. The retail cost is less than $100.00, but this ensures a liberal profit to the dealer. A modern machine efficient in every detail and so simple that a child can operate it is brought within reach of the average household where the elaborate and high-priced washer has been out of the question.

In point of construction the KRIBS is unexcelled. Selected woods, best obtainable materials and expert, experienced workmanship make satisfaction certain.

Dealers who handle KRIBS WASHERS find the line an outstanding advertisement for all their goods. Every buyer of a KRIBS ELECTRIC becomes an enthusiast spreading the good news.

The fame of the KRIBS line has even spread to foreign lands from which come a stream of inquiry for these splendid machines.

For households where more modest purses forbid the purchase of the electric **KRIBS** produces **Hand Power, Water Motor** and **Gasoline Motor** washers of the same high standard.

Information cheerfully and promptly sent on request.

WM. A. KRIBS CO., LIMITED

HESPELER, ONTARIO

Makers of Freight-Handling Trucks of all kinds

MOSSBERG

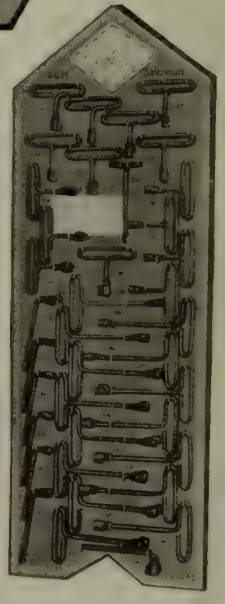
ALL STEEL WRENCHES AND TOOLS

Leadership in the manufacture of tool equipment has been gained and maintained through adherence to principles of manufacture which insure to the user of Mossberg products the utmost in value and service.

Illustrated here are No. 4 Garage Set of Open-End Wrenches, with one opening of each wrench fitting U.S. Standard Bolts and the other opening of the same wrench fitting S.A.E. cap screws of the same dimensions; also solid handle All Steel Socket Wrenches, Speed Brace, and Offset; and K-9 Adjustable Wrench.

Mossberg No. 600 Salesmen of All Steel Tools for Fords, and No. H. Salesman which contains a large assortment of All Steel Indestructible Socket Wrenches with large variety of sizes and fittings.

Send for complete 1919 catalogue and price list.



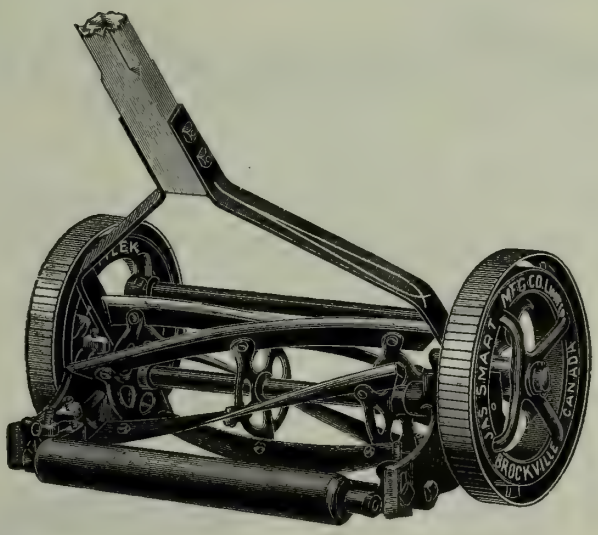
FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO, MASS. U. S. A.

CANADA
FOUNDRIES & FORGINGS
LIMITED

A Matter of Mowment



BROCKVILLE LAWNMOWERS

The Mower all the Neighbors Want to Borrow.

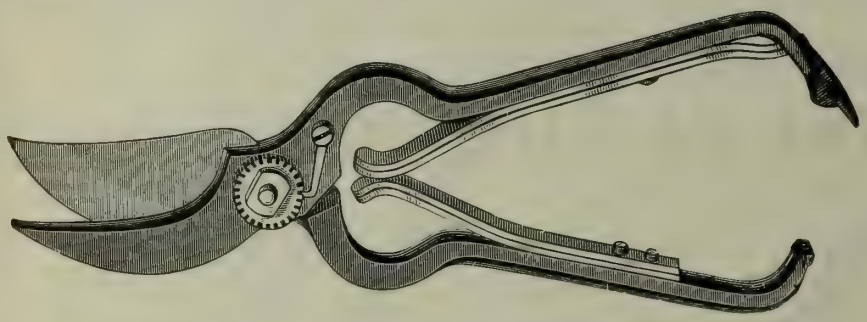
PRODUCED AT

JAMES SMART PLANT

BROCKVILLE, CANADA

PRUNING SHEARS OF QUALITY

When buying a "Henry Pruning Shear" you can be assured that they are the best for actual service, workmanship and materials made in the United States.



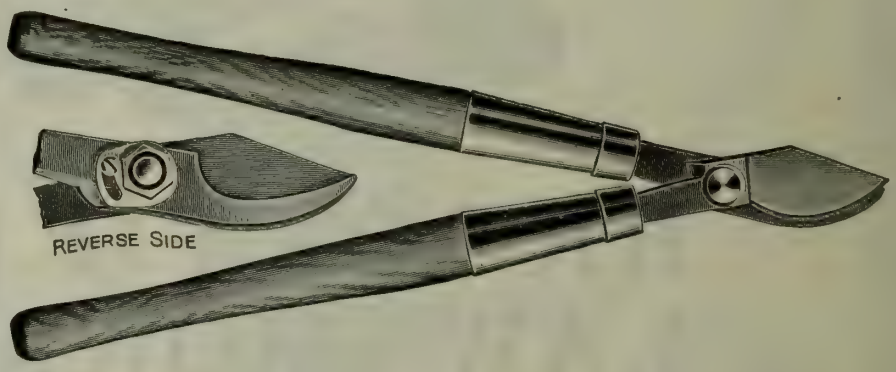
No. 4773—AMERICAN RIESER PATTERN

THE RATCHET LOCK-NUT MAKES BLADES VERY SECURE

A fine, highly finished shear and very serviceable. Crucible steel blades, carefully tempered, oval bevel, ratchet, lock nut, refined malleable iron handles, double flat bronze springs, full polished throughout.

LOPPING SHEARS MADE TO DO TWICE AS MUCH AS AN ORDINARY HAND SHEAR.

EXPRESSLY MADE FOR TRIMMING BERRY BUSHES AND PRUNING TREES.



Both sides drop-forged from steel and tempered reinforced ferrules. Lock carefully assembled. Made in the following lengths: 20, 26, 30 and 36 inches.

WRITE FOR CATALOG OF OUR LINE OF PRUNING SHEARS

Wiebusch & Hilger, Limited

106-110 Lafayette Street **New York**

Canadian Selling Agent:

JAS. GERARD KERR, 410 ST. NICHOLAS B'LD'G., MONTREAL

DUTCH BRAND

PRODUCTS

2 in 1 Cut Filler

ONE OF OUR BIGGEST SELLERS

Motorists use Dutch Brand 2 in 1 Cut Filler for filling small cuts, bruises and gashes in casings. This heavy, liquid rubber prevents formation of sand and water pockets.

Easily applied; dries quickly.

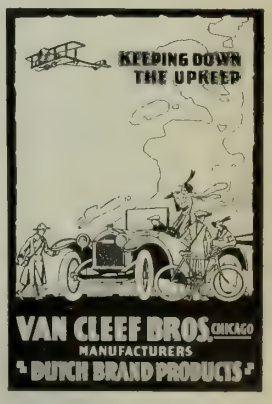
One dozen tubes in attractive cartons—a real "Sales Help." Through your jobber, or write us.

Fine Shelf Goods For Hardware Merchants

Our lines cover many needs of automobiles, bicycles, trucks, tractors and airplanes. Some of these money makers are Auto and Cycle Patching Cement, Vulcanizing Cement, Radiator-Seal Compound, Valve Grinding Compound, Gasket Shellac—Tire Talc, Tire Fluid, Friction Tape, etc.

'Keeping Down the Upkeep'' Keeps Sales Up

We want you to have this little book telling about our products. If you are not already selling Dutch Brand products we'd like you to know about them.
Situated at Chicago we are able to serve Canada promptly to the East or West.
We have splendid equipment for turning out goods; modern buildings, methods and appliances; we maintain a high standard; we advertise extensively, and take care of the trade.



VAN CLEEF BROS.

Manufacturers Dutch Brand Rubber Cements and Auto Chemical Specialties

Woodlawn Ave., Chicago
77 to 78 Sts.

"Save the surface and you save all" *Paint & Varnish*

True Quality Since 1858 —Improved Apace With Progress

It will be a pleasure to give you full details regarding our profitable agency plan. A line from you will not obligate you in any way and will bring particulars by return mail.

R. C. Jamieson & Co., Ltd.

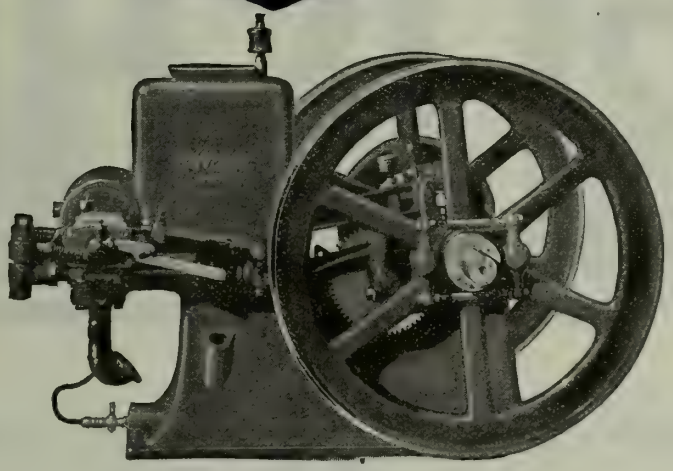
Calgary **MONTREAL** **Vancouver**

Owning and Operating P. D. Dods & Co., Limited

ACME

The Acme

ACME



All sizes from 1¾ to 15 h.p.

QUALITY + QUANTITY

ENGINE

COMMANDS

A Domestic and Foreign Market

Gigantic Production Schedule for 1920 enlarges our sales scope; Dealers and Jobbers in Canada and abroad should get in on the Acme Line.

ACME DEALERS SELL THE BEST
and MAKE THE MOST

FISHER-WILKIE LTD.

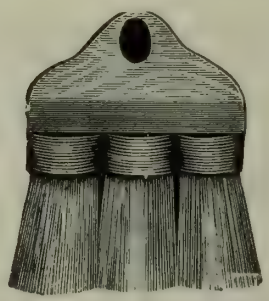
SANDWICH, ONTARIO, CANADA

FISHER-WILKIE LIMITED,
Sandwich, Ont., Canada
Please mail us copy of "Power" describing full line of Acme Engines and send details of your Dealers, Jobbers, Export Proposition

Name .....

Address .....

MEAKINS BRUSHES



Satisfaction ▫ Profits ▫ Service

Meakins Brushes represent honest, faultless workmanship.

Every Meakins Brush is Rubberset, the bristles cannot come out. In use they prove reliable, durable and satisfactory because they have been made everything a brush should be.

The profit is good and the sales are large.

Write for complete Catalogue. Order through your jobber.

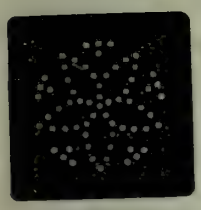
Meakins & Sons Limited, Hamilton, Ont.

Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

MEAKINS RUBBERSET BRUSHES ALWAYS SATISFACTORY

Liberal Profits

On a Customer-Satisfying Line


Square

Ball Top

Round

Crown Dining

Local

Five Staple Patterns of Three-Ply Veneer Chair Seats

These popular, well-made chair seats constitute a line on which the dealer is assured of frequent sales at a liberal profit and confident of satisfied customers. The durability and general good service given by this line is producing results in continuous increased sales for dealers everywhere.

A Profitable Line Backed by Strong Selling Points

The corners of these reliable seats are rounded, the edges smoothed, sandpapered, and the whole finished with genuine, church-pew varnish.

The Only Makers Using Waterproof Cement

These desirable seats are made up entirely with waterproof cement; they cannot come apart if exposed to the severest weather.

Ask for our Catalog in English, French, Spanish, and Portuguese

TERMS:

Quotations subject to change without notice. Orders will be entered subject to the following conditions: Strikes of operatives or any other unavoidable cause will relieve us from prompt fulfilment of contracts.

Canadian Veneering Company, Inc.

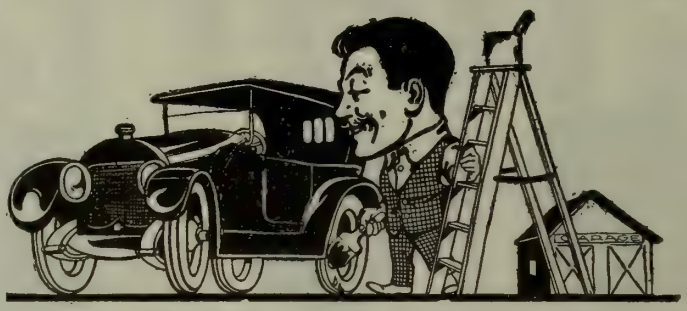
Acton Vale, Quebec, Canada

"Just ask for Samples in Comparison with Any Other Make"

Every New Auto Adds to Demand For These Specialties

Automobile Plants Cannot Keep Up With The Sales

Beats-All "Quality" Brand



Liquid Rubber Way

Mohair Top Dressing

Waterproofs and Re-rubberizes

Pints 85c
Quarts $1.50

Produces a black, silky and lasting finish. Leaves top soft and pliable.

Drab Lining Dye

Pints $1.35
Quarts $2.50

Re-dyes and refinishes inside top linings a fresh light color. Covers all stains and discolorations

Knu-Lac Top Dressing

For Ford Cars

Pints 75c
Quarts $1.35

For imitation of leather tops. Refinishes a rich, glossy black; waterproofs and re-rubberizes.

These Top Dressings and all our products offer you powerful selling points. They are the only Dressings on the market having a LIQUID RUBBER base to Waterproof and Re-rubberize the Top material. They leave the Fabric Soft and Pliable. They put back into the Fabric something which has gone out through deterioration, giving it that factory newness and durability.

OTHER CAR ECONOMIES

DULL-LAC TOP DRESSING
Puts on a Rich, Egg-shell Finish.

RE-KNU UPHOLSTERY DRESSING
Makes Old Cushions Look and Wear like New. Dries in 15 Minutes.

RE-KNU BLACK LINING DYE
Re-dyes, Covering all Stains and Discolorations.

GLOSS BLACK ENAMEL
An Elastic Enamel to re-finish the entire car.

BURBANK O.D. TOP DRESSING
Re-dyes the Top a Light Drab Color — Waterproofs and Re-rubberizes.

RE-KNU RUBBER TIRE PAINT
Gives the Tire that new appearance. Does not wash off.

STAY-ON AUTO TOP PATCHES
Mends all Holes and Cuts.

BEATS ALL TUBE PATCHES
Fixes that Puncture Quickly.

BEATS-ALL RADIATOR CEMENT
A Liquid Cement—Stops all Leaks.

BEATS-ALL SPRING LUBRICANT
Stops that Squeak. It leaves a Graphite Deposit on Each Leaf.

ENGINE ENAMEL
Black and Grey. Stands a high Heat Test.

FENDER ENAMEL
For Retouching—Dries Quickly.

For sale at Leading Hardware and Accessory Stores and Garages

Auto Specialties Manufacturing Co., Inc.

40 Elm St., Buffalo, N.Y.

Factories: Buffalo, N.Y., Fort Erie, Canada

SAVAGE QUALITY TRADE MARK

SAVAGE

PROGRESS

WE have always endeavored to embody in our firearms the latest modern designs and improvements. Following this policy, we take pleasure in announcing that all our automatic pistols will be furnished hereafter with an improved hammer with a spur cocking lever.

The experience of the war has proved conclusively the necessity of being able to readily cock and uncock a pistol with the thumb of the hand that holds it. The United States navy, in seeking a new pistol to adopt as its service arm, specified as one of its most important requirements that it should have a hammer or similar device to permit cocking and uncocking the pistol with the thumb of the hand that holds it.

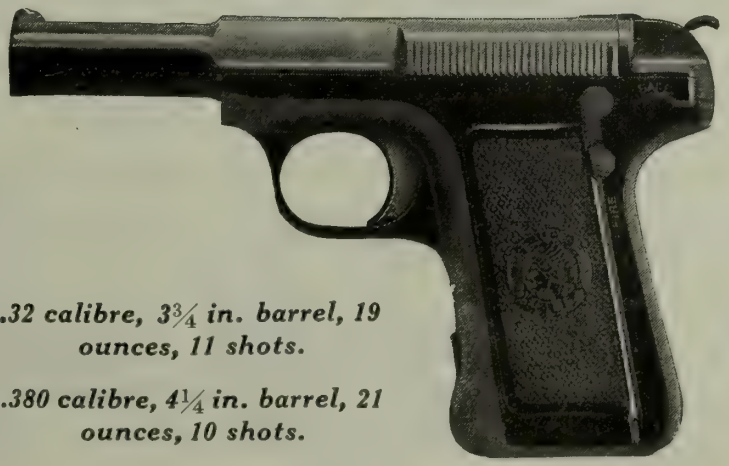
As the Savage has all the essential features of the best military pistols in miniature form, it has been decided to equip all pistols hereafter with an improved spur cocking lever.

SAVAGE ARMS CORPORATION

UTICA, N.Y.

Sharon, Pa. **Detroit, Mich.**

Executive and Export Offices: 50 Church St., New York City, N.Y.



.32 calibre, 3¾ in. barrel, 19 ounces, 11 shots.

.380 calibre, 4¼ in. barrel, 21 ounces, 10 shots.

A WORLD-WIDE DEMAND

has been established for Simms' Better Brushes and Better Brooms. Our products are now being used in all parts of the world, and our foreign trade is steadily growing. Our Brushes and Brooms have gained abroad the same reputation for excellence that they enjoy in Canada.

Importers, jobbers, wholesalers can not handle a more popular and profitable line than

TRADE SIMMS SET IN RUBBER MARK

Lather Brushes and Paint Brushes

The Simms Lather Brush is made of selected bristles, set in rubber by an exclusive process which makes bristle shedding impossible. It is widely advertised and enjoys a popularity that makes it a fast seller.

The Simms Paint Brush is the painter's ideal. It will retain its bristles, though used in a variety of paints, oils, varnishes, greases, etc., that would ruin the ordinary paint brush. It is its own best advertisement.

Dealers Everywhere

find that every Simms' product sold gives satisfaction to the customer and leads to further sales. The famous Simms line of

Brooms
Whisk Brooms
Lather Brushes
Paint Brushes
Shoe Brushes
Stove Brushes
Scrubbing Brushes

is a line of sure repeaters and powerful business builders.

Write for illustrated catalogs, price lists, particulars re shipping, routing, etc.

T. S. SIMMS & CO. LIMITED

Makers of Better Brushes and Brooms for 54 Years

Head Office, St. John, N.B.

MONTREAL **LONDON** **TORONTO**

RELIABLE
TRADE MARK

Advertising That Will Increase Your Business

Another "big year" for Reliable products is assured. Our 1920 advertising covers Canada like a blanket. Reliable quality, made known everywhere by Reliable advertising, will increase your business by building up the demand for Reliable Flashlights and Flashlight Batteries, Reliable Ignition Batteries and Reliable Ignition Units.

1920 Reliable advertising will appear in forty-two publications—newspapers, magazines, farm papers and trade papers. It will reach more than five million readers—not once but many times. Our advertising in all publications extends throughout the year.

Many publications in your vicinity will run Reliable advertising. Reliable advertising will help you sell Reliable products to your lawyer, doctor, neighbors—all of the people in your community.

Without the advertising, Reliable products would be the leaders in their class. The **Big Brass Cap** on the Reliable No. 6 Battery, the fact that all Reliable products are Canadian made, the real service that is built into every Reliable Flashlight and every Reliable Battery, are some of the reasons.

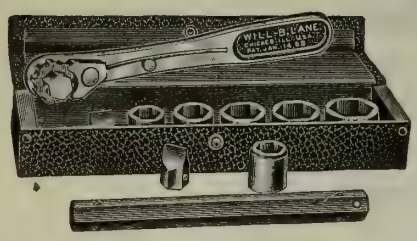
Be prepared to push Reliable products. Place your order at once and be sure that you have the full line—Reliable Flashlights and Flashlight Batteries, Reliable Ignition Batteries and Reliable Ignition Units.

RELIABLE CANADIAN PRODUCTS TRADE MARK

"Lively and Lasting"

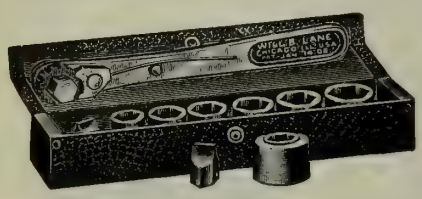
THE DOMINION BATTERY CO. LIMITED
736 DUNDAS STREET EAST
TORONTO CANADA

LANE'S HANDY AUTO RATCHET TOOLS



FORD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 1 Extension Bar, 6 inches in length; 6 Sockets to fit all nuts and bolt heads on Ford cars, including the cylinder head. Put up in strong leatherette case. Weight, 22 ounces.



STANDARD SET

Contains—1 Handle, 7 inches in length; 2 Screw Driver Bits; 7 Sockets to fit all size nuts in U.S. Standard from ¼ inch bolt to ½ inch bolt; S.A.E. Standard from 5-16 inch bolt to 11-16 inch bolt. Cap screws from 5-16 inch bolt to ⅝ inch bolt. Put up in strong leatherette case. Weight, 18 ounces.

The **"Standard"** and **"Ford"** Sets of the Lane **"Unique"** Ratchet Wrench and the Lane **"Super-Unique" Ratchet** Wrench Set, together with the Lane **"Unique"** Off-Set Ratchet Screw Driver, present unusual selling opportunities for the dealer.

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, **case hardened**, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

Their ability to perform tasks, where other wrenches fail, make them easy to sell.

Your jobber has them.

Manufactured by

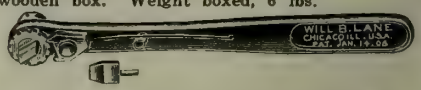
WILL B. LANE

180 N. Dearborn St.

CHICAGO, ILL.

SUPER-UNIQUE SET

Contains—1 Drop Forged Handle, 9 inches in length; 1 Extension Bar, 8 inches in length with thimble attached; 15 Hexagon Sockets to fit all size nuts within 7-16 to 1¼ inches **broached opening.** The sockets fit all S.A.E. standards from ¼ to ⅞ inches. U.S. standards from 3-16 to ¾ inches (bolt). Cap screw sizes from ¼ to 1 inch. Put up in strong wooden box. Weight boxed, 6 lbs.



OFF-SET RATCHET SCREW DRIVER

Consists of—1 Six-inch Drop Forged Handle, polished and case-hardened; 2 Size accurately milled Screw Driver Bits made from the highest grade screw driver steel and oil tempered. Bits are interchangeable and can be removed and replaced in one second. This article is fully warranted. Weight, in paper box, five ounces.

A MIGHTY HELPING HAND

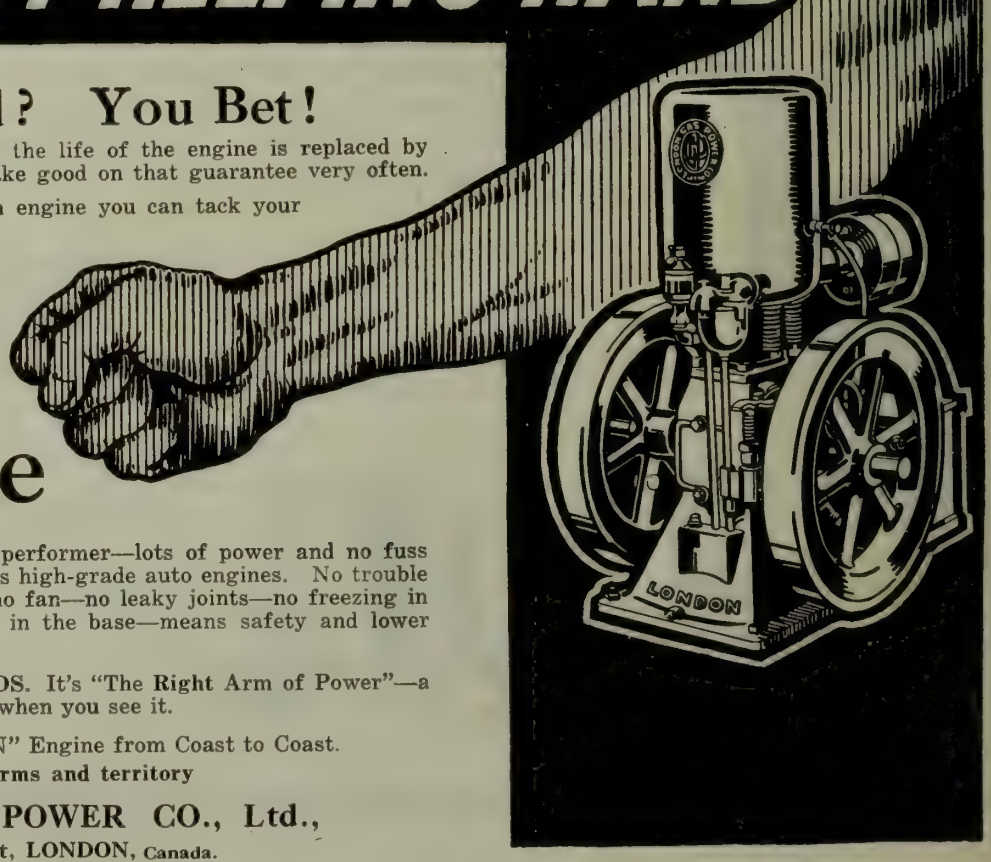
Guaranteed? You Bet!

Any part found defective during the life of the engine is replaced by us, free, but we don't have to make good on that guarantee very often.

Dealers! You want to handle an engine you can tack your personal guarantee onto.

Go as far as you like in recommending the

London Engine



She's a smooth-running, regular performer—lots of power and no fuss or trouble. **Vertical type**, same as high-grade auto engines. No trouble from dirt in cylinder—no tank—no fan—no leaky joints—no freezing in zero cold. Gasoline is contained in the base—means safety and lower insurance rates.

This engine will win you **FRIENDS.** It's "The Right Arm of Power"—a grand piece of work you'll admit when you see it.

We are advertising the "LONDON" Engine from Coast to Coast.

Write for terms and territory

LONDON GAS POWER CO., Ltd.,

29 York Street, LONDON, Canada.

Every Jobber and Dealer
Should Handle Quality Hardware

Manufactured in Canada
by Slater & Barnard, Limited,
Hamilton, Canada

Heavy Tee and Strap Hinges

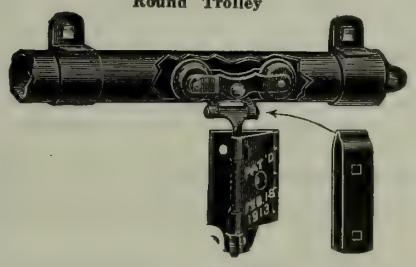
If you haven't been handling our hinges get in touch with us.

We have also added a Screen Door Hinge to our line. Ask for prices.

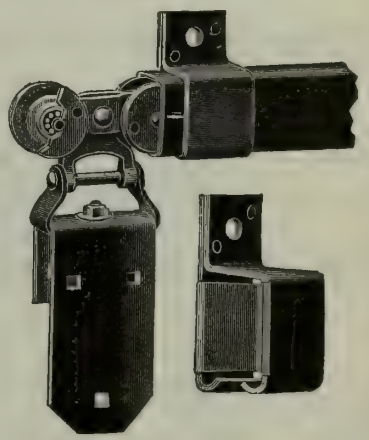
We Make All Kinds of Door Hangers

Flat Track Hangers.

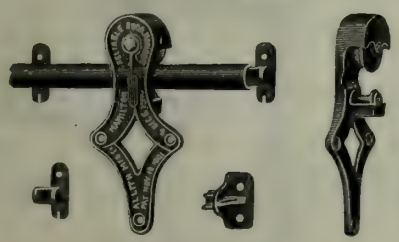
Round Trolley



Square Trolley



Round Track Hangers.



Ask for our new catalogue showing our complete line.

Quality Hardware

SATINETTE PRODUCTS

Where Quality Counts We Excel

SATINETTE WALLPAPER CLEANER.—A USEFUL AND INEXPENSIVE MEANS FOR CLEANING WALLPAPER, KALSOMINE, FLAT TINT WALLS, WINDOW SHADES, ETC. A LITTLE LABOUR YIELDS PERFECT RESULTS.

SATINETTE FURNITURE POLISH.—FINISHES WITH A HARD, DRY LUSTRE, ENHANCING THE BEAUTY OF THE WOOD AND ACCENTUATING THE GRAIN. IDEAL FOR USE ON HARDWOOD FLOORS, LINOLEUMS, PAINTINGS, LEATHER, PANTISOTE, ETC., AS NO DUST ADHERES TO SURFACES ON WHICH IT HAS BEEN USED.

SATINETTE GLYCERINE HANDCLEANER.—WILL NOT SCRATCH THE MOST DELICATE SKIN, BUT IS A SOOTHER AND HEALER FOR CHAPPED HANDS, READILY REMOVES GREASE, OIL, PAINT AND STAINS.

SATINETTE SILVER CREAM.—WILL NOT SCRATCH THE FINEST SURFACES, LEAVES A BRILLIANT FINISH WHICH REMAINS FOR MONTHS. FOR SILVER, GOLD, NICKEL, CUT GLASS, MIRRORS, ETC.

WE ALSO MANUFACTURE SATINETTE MACHINE OIL (Stainless and non-corrosive), SATINETTE CEDAR, MOPOIL, SATINETTE FLOOR OIL, SATINETTE PETROLEUM JELLY, SATINETTE TOILET SOAP POWDER, CARBO-DISINFECTO (IN 6 OZ. BOTTLES AND BARRELS).

Disinfects, Purifies, Prevents Contagion. An antiseptic healer for cuts, bruises, burns. Refreshing in the bath. Relieves tired and aching feet. Also used as spray for poultry houses, etc.

DISTRIBUTORS WANTED FOR ALL COUNTRIES

The Satinette Products Mfg. Co., Ltd., Toronto, Canada

Western Distributors: The H. L. Perry Company, Ltd., Winnipeg, Man.

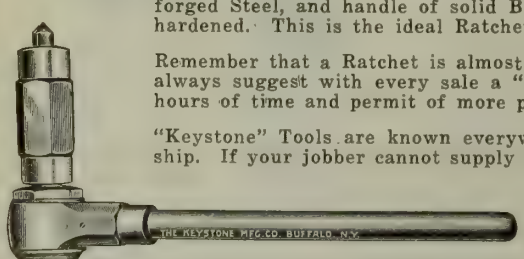
Export Representatives: Messrs. Hill, Seddon & Co., 73 Basinghall St., London, England E.C. 2. Messrs. Hill, Davies & Co., 17 Boulvd. des Capucines, Paris, France.

Here's the strongest Ratchet Drill made

Bridge builders, ship builders, boiler makers, and all who ask constant heavy service from Ratchet Drills are proving the "Monarch" Square Sleeve Single Acting Ratchet to be the strongest Ratchet made. The body is made of Drop-forged Steel, and handle of solid Bar Steel. Parts subjected to wear are extra hardened. This is the ideal Ratchet Drill for heavy work.

Remember that a Ratchet is almost useless without a Drilling Post. Therefore, always suggest with every sale a "Keystone" Drilling Post. It will save many hours of time and permit of more perfect work.

"Keystone" Tools are known everywhere for quality of material and workmanship. If your jobber cannot supply you, write direct to us.

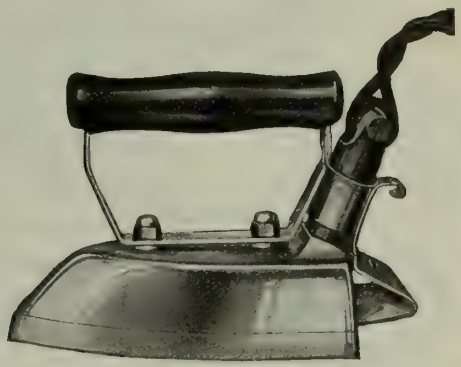


The KEYSTONE MFG. Co.
BUFFALO, N.Y.
Postal Station "B"

"KEYSTONE" Drilling Post or "OLD MAN"

National ELECTRIC

Cat. No. 1210
Heatray Heater

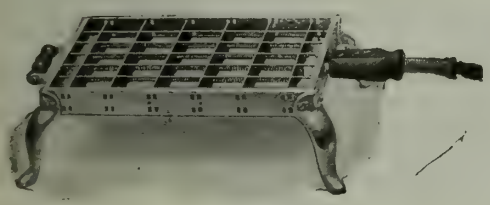


Cat. No. 106
Model "B" 6-lb. Iron

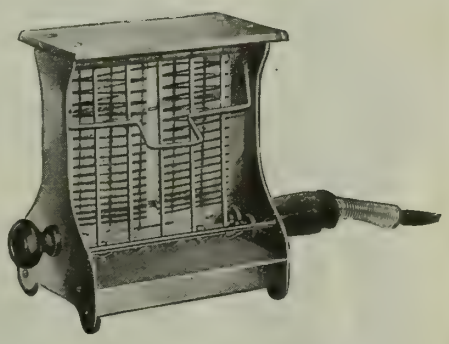
We manufacture a complete line of electrically heated appliances only a few of which are here shown.

Write for our Catalog "C" and discounts.

You will find our goods and our prices right.

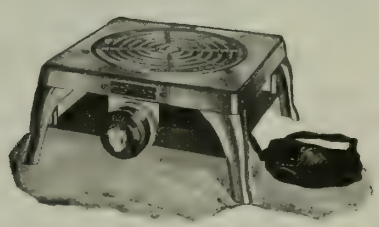


Cat. No. 180
Toaster Stove



Cat. No. 175
Upright Toaster

Cat. No. 310
Two Burner Hot Plate



Cat. No. 300
One Burner Hot Plate

The National Electric Heating Co., Limited

TORONTO, CANADA

MONEY MAKERS FOR YOU

Quality Hardware made STAPLE by Years of Satisfaction to the User.

Jobbers, have you catalogued? *Retailers, have you ordered?*

Premax, Dodson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps

Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.
Our line of Wrenches are admirably adapted for premium purposes—we imprint them, too.

ASK FOR CATALOG NO. 25HM.

9 F

Niagara Falls Metal Stamping Works

237-239 Tenth Street Niagara Falls, N.Y.

Over a Million in Use and The Demand Still Growing

NORCROSS Cultivators

fill practically every need in cultivating and weeding. Well made—durable—handsome in appearance—not expensive—they sell readily at a good profit and you can confidently recommend them.

HON. LUTHER BURBANK WRITES: "I have used the "Norcross" Cultivators for several years with greatest possible success—having a dozen or more of them in use on my grounds."

PROFESSOR MASSEY SAYS: "I find them so handy that I seldom use my wheel Cultivator."

Three sizes and prices:
5-prong, 3 lbs.
3-prong, 2 lbs.
Midget 12 oz.

Sold by Leading Jobbers everywhere.

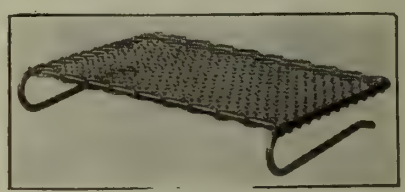
SPECIAL ATTENTION TO EXPORT TRADE. Write us for prices and full particulars.

C. S. NORCROSS & SONS

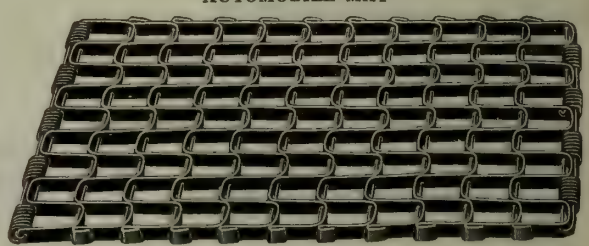
Sole Mfr's. BUSHNELL, ILL., U.S.A.

THE MARK OF QUALITY

Keystone Flexible Steel Mats



Patented
AUTOMOBILE MAT



Continuous Crimp Ribbon Steel No Short Pieces
FLEXIBLE MAT.

Keystones are flexible, reversible and durable. They come in 100-foot rolls, all widths, also stock sizes Nos. 1 to 8.

The Automobile Mat is made of galvanized steel wire. Will attach to the running-board without screws or bolts and will not rattle or become detached. Keeps the car free from mud and snow. Every car owner is a prospect—particularly in the season just approaching.

PORT HOPE MAT & MFG. CO.

PORT HOPE, ONTARIO

E. Roy, 685½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

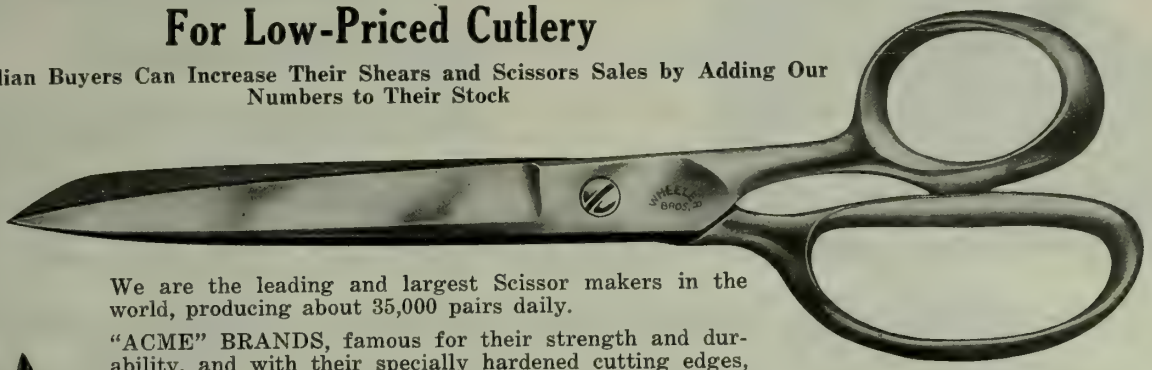
BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

"ACME" SHEARS AND SCISSORS ARE STANDARD

For Low-Priced Cutlery

Canadian Buyers Can Increase Their Shears and Scissors Sales by Adding Our Numbers to Their Stock



We are the leading and largest Scissor makers in the world, producing about 35,000 pairs daily.

"ACME" BRANDS, famous for their strength and durability, and with their specially hardened cutting edges, are being maintained to the high standards of quality and finish we have established.

Realizing the importance of prompt service to orders, we are now in a position, on account of improved manufacturing facilities, to give all Canadian orders special service.

Our Canadian representative at Toronto will be pleased to show our samples to you, or have his traveller call on you.

We would esteem it a favor to demonstrate through a trial order the excellent goods we furnish and their fast selling ability.

Have you seen our new No. 5 Catalogue? Let us mail one to you.

THE ACME SHEAR COMPANY

BRIDGEPORT, CONN., U.S.A.

Incorporated 1882
Cap. Stock, $500,000

Canadian Agent: Mr. A. J. McCrae
23 Scott St., Toronto

Name and Performance Sell NAPIER Blades

Napier Hack Saw Blades are used by mechanics everywhere, and preferred because of their extraordinary toughness, durability, and hard, fast-cutting edges. They sell freely on their good name, and repeat on their extra good performance. Made in All-hard and Flexible types. Stocked in full range of standard dimensions and pitches.

Napier QUALITY Hack Saw Blades are made of a tungsten steel that gives them remarkable qualities for cutting high-speed steels. For hand and power use. Napier EXPERT Hack Saw Blades are made of high-grade crucible tool steel, for general machine and structural iron work. For hand use they give splendid satisfaction, at a very moderate price.

Made by Napier Saw Works, Inc., Springfield, Mass.

Canadian Distributors: **Lyman Tube & Supply Co., Limited**

MONTREAL TORONTO WINNIPEG NEW YORK

International Service

Automotive Accessories

Tools and Hardware **Garage Equipment**
Bicycles and Tires **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.

Quick complete shipments to Jobbers or Dealers.

Avoid expense and delay by combining orders to us for all your requirements.

To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.

Depend on us for shop equipment of power and hand tools.

Established in 1896, the B-R Co. service is based on 24 years experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

Branches:—New York, San Francisco, Detroit. Pittsburgh and Kansas City
Cable Address: "Beckley." Codes: A.B.C. 5th Edition and Western Union

Style No. 70.
The new Pilliod Portable Carpenter Case of novel construction and design. Built of wood and fibre reinforced with trunk slats. Contains three compartment trays; saw and level rack.

Style Nos. 50, 55, 56.
In quartered oak and covered. This style is preferred by many, who wish to carry the heavier tools in the top. Door automatically locks when top is closed. A hook bolt lock.

Arouse Immediate Favorable Attention and Desire in Mechanics and Other Prospects.

Pilliod Portable Tool Cases

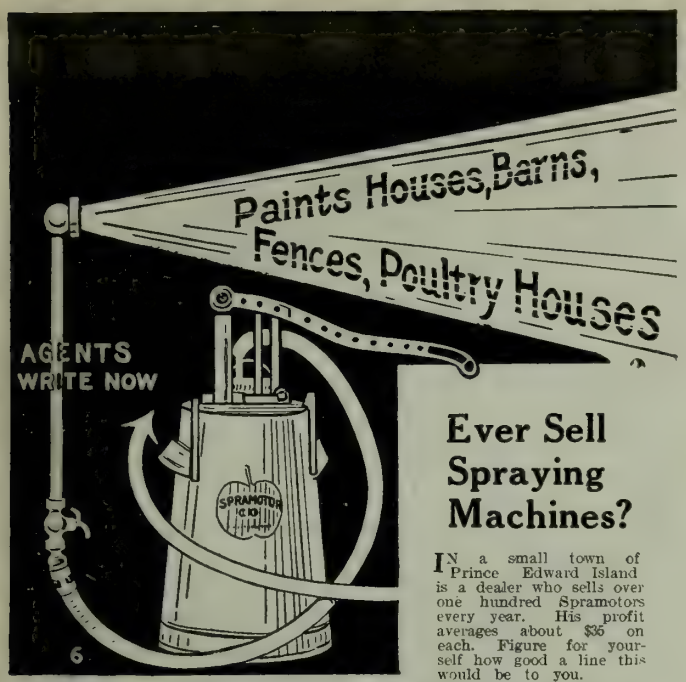
"BUILT FOR SERVICE"

A special opportunity for the Hardware Dealer lies in this interesting line of Pilliod Portable Tool Cases. Made in variety and styles to suit every requirement, including a "Rattle-Proof Case" (No. 60-65) and a specially desirable case for carpenters (No. 70). This line offers the strongest tool cases made. They are furnished in oak, mahogany and other wood; leather-covered; fitted with polished lacquered brass and special locks.

Absolutely Guaranteed

The Pilliod Lumber Co.

Swanton, Ohio, U.S.A.



Ever Sell Spraying Machines?

IN a small town of Prince Edward Island is a dealer who sells over one hundred Spramotors every year. His profit averages about $35 on each. Figure for yourself how good a line this would be to you.

Spramotors range in price from $7 to $400. Twenty-five years on the market and conceded to be the best machine made. Has won over 100 Gold Medals and First Awards, including Canadian Government Spraying Contest.

Write us to-day for particulars of our agency proposition if you are a progressive. No "wash-outs" need apply.

SPRAMOTOR CO. **28 King Street, London, Canada**

AGENTS WANTED EVERYWHERE

Spramotor

It isn't a SPRAMOTOR unless we made it.

BRITISH AND FOREIGN AGENTS, WRITE

A 2-in-1 Ply Belting

"Transfer" Power Belting

Has selling points that sell it to mechanical men every time. Chemical research has supplied a weather-proofing that protects it from all weather. Exceptionally strong and reliable, it is ingeniously woven so that it is 2-ply, practically woven in one, yet without possibility of the "creep" or "crawl" occurring in ordinary 2-ply belting. The "hug" is perfect and it responds wonderfully to suddenly shifting loads. Made in widths from 1 to 48 inches, and 2- to 10-ply.

Fully guaranteed by the manufacturer.

Sole Selling Agents

Campbell Agencies

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BRIDGEPORT

The Sales Increasing Line

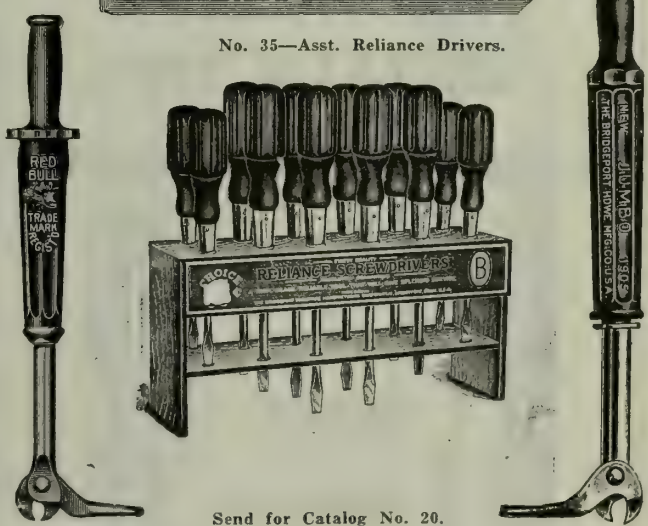
Sure-Grip Nail Puller

Unbreakable Nail Puller.

No. 42—Asst. Little Wonder.

No. 44—Asortment Trusty Drivers.

No. 35—Asst. Reliance Drivers.



Send for Catalog No. 20.

Red Bull Nail Puller.

Jumbo Nail Puller.

Our Nail Pullers are sold by nearly all Canadian Jobbers

The Bridgeport Hardware Mfg. Corporation

BRIDGEPORT, CONN., U.S.A.

Canadian Representative: W. J. Latimer
122 Hilton Ave., Toronto

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

UNIMECO WROUGHT WASHERS

We manufacture a wide range of wrought washers of every description. Round and square in plain and galvanized.

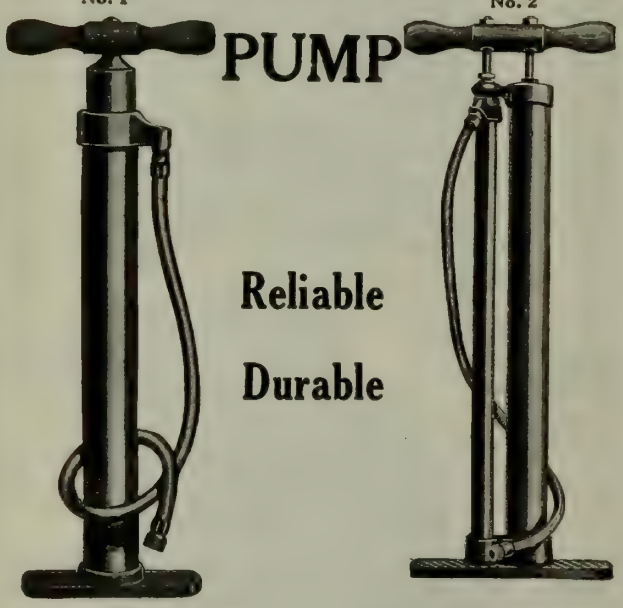
"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.**

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO - CANADA

Insist on Getting a

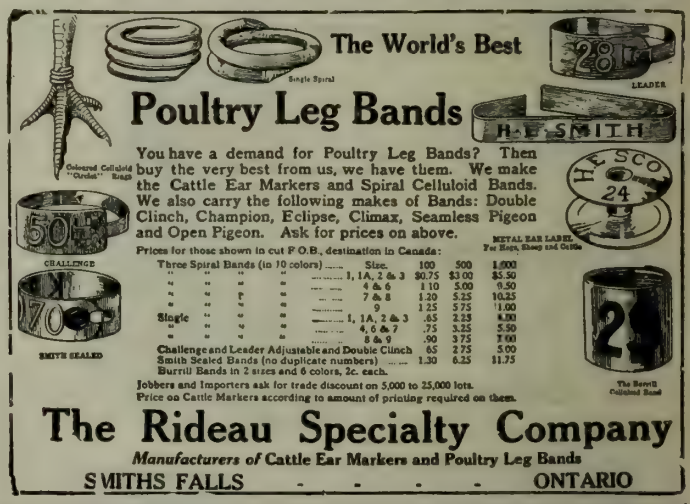
TALLMAN TIRE PUMP



Reliable

Durable

Tallman Brass & Metal Limited
HAMILTON, ONT.



Have You?

read the

Buyers' Market

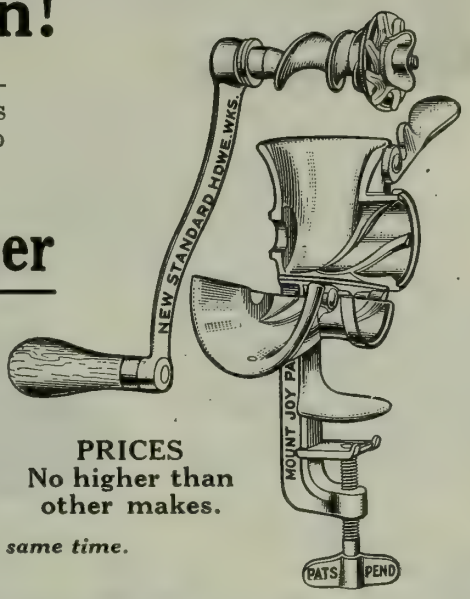
Guide

"CLICK"-and it's clean!

Here's a Food Chopper at last without a fault—one that almost cleans itself. As easy to wash as a saucer, because **"it opens like a book."** No cracks or corners where food can lodge. The

New Standard Food Chopper

has many superior features. It is in a class by itself for refinement of design, quality of workmanship and finish. The **easy-cleaning feature, alone, sells it on sight,** will increase your sales and bring you more satisfied customers. Investigate for yourself.



PRICES
No higher than other makes.

Send your order through your jobber—notify us at the same time.

"Ask the housekeeper who uses one."

NEW STANDARD HARDWARE WORKS
MOUNT JOY, PENNA., U.S.A.

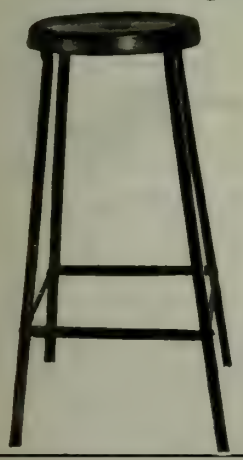
Western Coast Representative:	*Central Western Canada:*	*Eastern Central Canada:*	*Eastern Canada:*
Hardware Specialties Co. Vancouver, B.C.	Rodearmal-Davis Co. Minneapolis, Minn.	L. G. Beebe Toronto, Ont.	Richardson-Bureau Montreal, Can.

DENNISTEEL
Made in Canada

CHAIRS & STOOLS

THE BEST kind for use in factories, stores, locker rooms and wherever hard service is demanded. These durable, all-steel chairs and stools end the wood-mending nuisance, so costly in time and labor in many plants.

DENNISTEEL Chairs and Stools are fireproof, warp-proof and wear-proof. Cannot come unglued or become rickety. Seats are all one piece, stamped out of a single sheet and have rounded edges. Legs are angle steel, reinforced lower down with straps to ensure rigidity. Back rest of chair is adjustable. Finished in baked-on enamel, olive green, black or any other color desired.



WE ALSO MAKE

Steel Shelving, Steel Lockers, Steel Cabinets, Bins, etc. Ornamental Iron and Wire Work of all kinds. General Builders' Ironwork.

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

Halifax Montreal Ottawa Toronto Hamilton Winnipeg Calgary Vancouver

AGENTS WANTED

The Handle Will Sell The Brush

IT may seem strange to say that a handle will sell the Brush, but it is a fact.

You have no doubt on many occasions furnished your customers with a floor brush handle to replace a handle perfectly good **except** for the fact that the thread had worn off.

After a long period of study and experimenting we have perfected a handle with a **metal thread** combining strength, durability and neatness which will absolutely overcome these handle troubles.

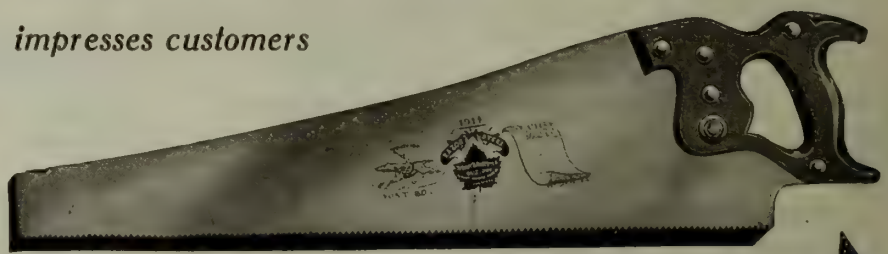
We are furnishing these metal thread handles without additional charge with all Keystone Floor Brushes.

Stevens-Hepner Co.
Limited
PORT ELGIN, Ont., Canada

Keystone
TRADE MARK
FLOOR BRUSHES

An Unbreakable Handle

An item that favorably impresses customers



In Butcher, Cross-cut, Cord-wood, Drag, Hand, Ice, Kitchen or Pruning Saws we have made the Canadian standard since 1873.

We are prepared to export saws that will sell profitably and give good service in use throughout the world.

Let our export department deal understandingly with your problems.

Shurly-Dietrich Co.
Limited
Galt - Canada
Branches : Vancouver Ottawa

Maple Leaf Saws
No. 1914
New and Strictly Up-to-date

The Famous Unbreakable Steel-Protected Handle

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE, WE GUARANTEE

AUTO ACCESSORIES

Decalcomania Transfer

NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

DOON TWINES, LIMITED

KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

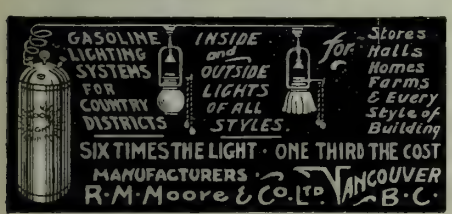
MILLS AT DOON, and KITCHENER, ONT.

Swedish Steel Forging Co.

SWEDEN

RAZORS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal



DOMEKO BABBITTS

For High Speed Electric Motors and Heavy Pressure Service

THEY ARE NOT EXCELLED
Catalogue, and particulars on request.

The Dominion Metal Company, Ltd.
SHERBROOKE, QUE.

SMALL TURN BUCKLES

Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

To The Trade

Reed & Coombs (successors to Copp Stove Co.)
Empire Ave., Fort William, Ont.

Having taken over all the patterns of the Copp Stove Co. we are making all repairs for the stoves made by the Copp Co. Orders for the same will be filled promptly. General Foundry Jobbing and Nickle-plating.

TRANSFERS

FOR ALL PURPOSES
—IN GOLD OR COLORS—
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes Skiffs, Motor Boats and Toboggans
The Peterborough Canoe Co., Limited
Peterborough, Canada

CROWLEY'S

ADSIGN Registered RAINPROOF COLOR

for use on Cotton or Mat Board

Manufactured by **C. R. Crowley** 667 St. Catherine W MONTREAL

"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

MYERS WONDERFUL SPEEDY HAND STITCHER
Repair shop in itself, mends harness, shoes, auto tops, belts, etc.
Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

ALLEN FLUX

NON-ACID—FOR SODERING

Will soder any metal to any metal, making a strong, smooth, clean joint.
Approved by the National Board of Underwriters.
Put up in the form of sticks, liquid, paste and salts. Send for free samples.
Order it from your supply house.

Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Canada

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
[illegible] WILLIAM ST. NEW YORK

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal
W. T. Evans, Can. Manager
Your Enquiries Promptly Answered

JC SPRAY CHEMICALS

RICHES-PIVER PATENT

LEAD ARSENATE

Paste and Powdered

Carefully examine a can or barrel of paste lead arsenate when opened. A layer of water on top indicates a coarse, poor product that settles down — because it cannot hold the requisite amount of water.

J. C. paste is very fine, smooth and even, with no water on top.

J. C. dry powdered lead arsenate is a very fine, bulky product, which sprays easily, sticks strongly and leaves no sediment in the tank.

All J. C. products are subjected to frequent tests in manufacturing them. Every package carries guaranteed analysis.

Write for Spray Booklet.

Other J. C. Sprays:

CAL-ARSENATE
BORDO ARSENATE
BORDEAUX MIXTURE
BORDEAUX DUST

Made in Canada by

John Cowan Chemical Co.
LIMITED
1 Dalhousie Street Montreal

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

F. E. LINDSTROM
SWEDEN

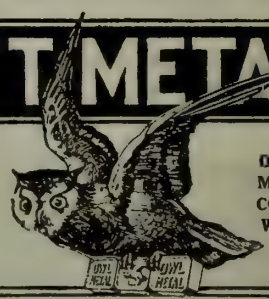
PLYERS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St. Montreal

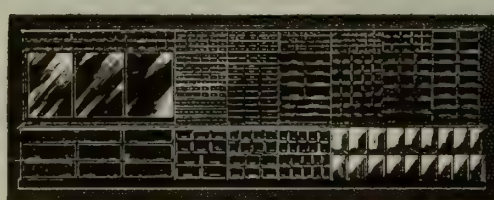
PLEASE MENTION THIS PAPER WHEN WRITING ADVERTISERS

OWL BABBITT METALS

Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.



OWL METAL COMPANY WINNIPEG

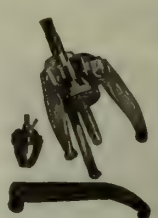


Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is right. Prices right.

CAMERON & CAMPBELL, Ltd. Manufacturers
Toronto, Canada

Convenient, Efficient Price Cards for Hardwareman, Stationer, Druggist or any retailer.
The "ONLY" Price Card
Both sides ruled. Special stock, can be erased many times. Write for prices.
WEAVER-BEACH CO.,
5112 Central Bldg., Rochester, N.Y.



SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be looked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.
TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory, return to us and we will refund your money. We also make the GREB RIM TOOL.
THE GREB CO., 318 State St., BOSTON

CLIMAX PAPER BALERS

ALL STEEL---FIREPROOF
"Turns Waste into Profit"
12 SIZES
Climax Baler Co.
Hamilton, Ont.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

Display
Frost King Weather Strip
NOW!
JOBBERS HAVE LARGE STOCKS

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.
Our prices are right.
EXCELSIOR WIRE CO., LIMITED
VICTORIA SQUARE, MONTREAL

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

TERRITORIAL MANAGER WANTED. WE make a big line of Sanitary Wire-grip Brushes, Dustless Mops and Dusters that are sold direct to the better class of homes by special salesmen who take the orders and later make deliveries and collections. We want a man who is financially able to carry a small stock to supply his salesmen and to such a man offer a good opportunity to build up a permanent, profitable business. Several good locations yet available in Canada. We shall also be pleased to hear from men who desire to sell a good line, as we now have several Canadian branches to supply specialty salesmen. Tell us all about yourself and we will send full details. North Ridge Brush Co., 247 Clark Ave., Freeport, Ill.

Wanted by manufacturing concern, smart salesman calling on hardware dealers, machinery users, garages and automobile trade to push good standard product as side line. Quick seller, liberal commission. Applications should specify area covered.

Box 722, Hardware and Metal

HARDWARE SALESMAN TO TRAVEL IN Central Ontario for well-established concern. State in first letter experience, qualifications, references and salary expected. Apply Box 718, Hardware and Metal.

HARDWARE SALESMEN WANTED WITH EXperience in Builders' Hardware; also Sporting Goods, by Toronto house. Reply giving full particulars of experience, age and salary expected. Strictly confidential. Box 720, Hardware and Metal.

AUTOMOBILE SUPPLY SALESMAN

A young man with experience in automobile accessories as head clerk in this section of large department store in Toronto. Apply giving full particulars as to experience, age and salary expected. Box 725, Hardware and Metal.

EXPERIENCED HARDWARE CLERK TO MANage store in Toronto. State experience and salary. Box 708, Hardware and Metal.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

SITUATIONS WANTED

SIDE-LINE WANTED BY HARDWARE SALESman with connection over Ontario. Wants substantial line with selling possibilities. Send particulars. Box 670, Hardware and Metal.

HARDWARE SALESMAN—MARRIED, TWENty-six years old, nine years' experience, seeks position with progressive concern. Apply Box 697, Hardware and Metal.

COMMERCIAL TRAVELLER WITH FOUR years' experience calling on the trade with woodenware is now open to handle same line for the Maritime Provinces and has good connection. Woodenware, c/o McLean Publishing Co., Ltd., Toronto.

AGENCIES WANTED

DALEY & GORRILL, SUMMERSIDE, P. E. Island, manufacturers' agents, will handle any line that is a profit maker. Correspondence solicited.

AGENCY—OUR FIRM, MANUFACTURERS OF harnesses in Levis, Que., invites correspondence from manufacturers of staple hardware goods which their travellers, covering the Province of Quebec, could sell to merchants. Strictly first-class references offered. Ferd Cote, Ltd., Levis, Que.

TO RENT

EXCELLENT OPENING

To rent, in the Village of Webbwood, Algoma, on the Soo Line of the C.P.R., forty miles West of Sudbury, hardware store and commodious warehouse; business established twenty-five years and has always been a money maker. Possession about March 1st. Apply to James Purvis, Sudbury, Ont., sole executor, late C. A. Purvis.

MISCELLANEOUS

STOVE REPAIRS SUPPLIED FOR GARLANDS, Pen Esthers, Acmes, Crown Hurons, Supremes, Coronas, Renowns, Silver Kings, Grand Ideas, and all kinds of stoves and ranges. For full list and prices write Grundy Bros., Strathroy, Ont.

Have You Received Hardware and Metal Stock Electro Catalog?

FOR SALE

A Proposition Unusual

A hardware business for quick sale in North's most enterprising town. Business established over 20 years and ample room for improvement. Reason for sale will be confidentially explained to those inquirers showing seriousness of intent.

Apply Box 685

Hardware and Metal

For sale at reasonable prices, Genuine Swedish Iron Bars, full assortment of sizes. Apply Dillon Crucible Alloys, Ltd., Welland, Ont.

WANTED

WANTED—HARDWARE BUSINESS IN ONtario town or city with stock of $7,500 or more. Box 709, Hardware and Metal.

Drill Wanted

Four-spindle power feed drill. Must be in first-class condition. Also one light multiple drill.

Nineteen Hundred Washer Company
357½ Yonge Street TORONTO

HAVE YOU RECEIVED HARDWARE AND METAL STOCK ELECTRO CATALOG YET?

INDEX TO ADVERTISERS

Acme Shear Co. 137
Acme Waste Mfg. Co., Ltd..... 30
Allen & Co., Ltd., L. B..... 143
Aluminum Ware Mfg. Co. 133
American Enameled Products Co... 20
American Flyer Co. 108
American Pad & Textile Co. 29
Army & Navy Mfg. Co. 30
Ashdown Hardware Co., J. H. ... 87
Auto Specialties Mfg. Co. 128

Baines & David 24
Barnett Co., G. & H..... 81
Beatty Bros., Ltd. 77
Berry Bros., ... 67
Beckley Ralston Co. 138
Bissett & Webb, Ltd. 143
Bowser Co., Inc., S. F. 69
Brett Co., The 85
Bridgeport Hardware Mfg. Corp. .. 139
British Smelting & Refining Co. ... 17
Brown Boggs Co. 116
Burgess-Norton Mfg. Co. 13
Burrowes Mfg. Co. 34
Butcher & Co., J. H. 143
Butterfield & Co. 104, 105

Cameron & Campbell 142
Canada Cycle & Motor Co. 73
Canada Decalcomania Co., Ltd. 143
Canada Metal Co. 109
Canada Steel Goods, The 3
Canada Wire & Iron Goods Co. ... 30
Canadian Flexible Skate Co. 29
Can. Foundries & Forgings Co., Ltd 121
Canadian K. K. Co. 29
Canadian Tube & Iron Co. 26
Canadian Veneering Co. 127
Canadian Yale & Towne Co. 20
Can. Wm. A. Rogers Ltd. 71
Can. John Wood Mfg. Co. 97
Carborundum Company, The .....
Inside front cover
Caron Bros. 142
Clayton & Lambert 73
Climax Baler Co. 142
Coghlin Co., Ltd., B. J..... 73
Collette Mfg. Co. 26
Collins Mfg. Co. 25
Colts Patent Firearms Co. 115
Consumers Cordage Co. 112
Cowan Chemical Co., John 142
Crane Limited 30
Crescent Co., The 20
Crookes & Son, Jonathan 30
Crowley, C. R. 143

Davidson Mfg. Co., Ltd., Thos. 17
Diamond Saw & Stamping Wks ... 143
Dominion Battery Co. 131
Dominion Linseed Oil Co., Ltd..... 114
Dennis Wire & Iron Goods Co. ... 141
Dominion Chain Co. 106-107
Dominion Metal Co., Limited 143
Dominion Sheet Metal Corp. 79
Doon Twines, Ltd. 143
Dorken Bros., Ltd. 25

Edelmann & Co., E. 117
Equator Mfg. Co. 67
Evans, W. T. 143
Excelsior Wire Co., Ltd. 142
Evans & Co. 23

Fisher Wilkie Co. 125
Frost King Weather Strip Co. 142

Gendron Mfg. Co. 25
Gilbert Menzies Co., The A. C..... 15
Glidden Co., The 65
Goodell Pratt Co. .....Back cover
Gillette Safety Razor Co. 32
Graham Nail Works 97
Greb Co., The 142
Greenfield Tap and Die Corp. 10
Greening Wire Co., Ltd., The B. .. 113
Guarantee Sheet Metal Co. 88
Guelph Spring & Axle Co. 143
Gutta Percha & Rubber Co. 8

Hamilton Cotton Co. 26
Hamilton Stamp & Stencil Works, Ltd. 143
Hamilton Stove & Heater Co. 6
Harris & Co., Ltd., W. 26
Howland, Sons & Co., H. S. 1
Hutton & Co., James 31

Imperial Bit & Snap Co. 30
Ingersoll File Co., Ltd. 111

Jacobs Mfg. Co., The 12
James & Co., W. R. 88
Jamieson & Co., R. C. 124
Jardine & Co., A. B. 27
Jennings Mfg. Co., Russell 143
Johnson & Sons, C. H. 19

Keystone Mfg. Co. 134
Kinzinger, Bruce & Co., Ltd. 143
Korn Razor Co., Geo. W. 25
Kribs C., Ltd., Wm. A. 119

Laidlaw Bale and Tie Co 118
Lamplough, F. W. 142-143
Landers, Frary & Clark 2
Lane, Will B. 132
Lane Pike Thermometer Co., The .. 31
Leslie & Co., Ltd., A. C. 34
London Gas Power Co. 130
London Rolling Mills Co. 81
Lufkin Rule Co. of Canada, Ltd. .. 146
Lundy, A. R. 22
Lyman Tube & Supply Co. 137

Macfarlane & Co., Ltd., A. 5
Manitoba Steel & Iron Corp. 85
Marshall Wells Hardware Co. 86
Martin Co., The L. 31
Mayhew Steel Products Inc. 22
McArthur & Co., Alex 97
McDougall Co., R. 22
Meakins & Sons 126
Megantic Broom Co 22
Merchant Hardware Specialties, Ltd 85
Metal Shingle & Siding Co. 14
Mica Co., of Canada, Ltd. 143
Millers Falls Co. 11
Moore & Co., R. M. 143
Moore & Co., Ltd, Benjamin 63
Morrison Brass Co., James 19
Mossberg Co., Frank 120
Myers & Bro, F. E. 61
Myers Co., C. A. 143

Nagle & Co., H. 21
National Electric Heating Co. 135
National Stamping & Electric Wks. 30
New Standard Hardware Co. 141
Niagara Falls Metal Stamping Co. . 136
Nicholson File Co. 21
Norcross & Sons, C. S. 136
North Bros. Mfg. Co. 16
Northern Bolt, Screw & Wire Co. Ltd. 136
Nova Scotia Steel Co. 81

Oakey & Sons, John 67
O-Rib-O Mfg. Co. 88
Ottawa Paint Works, Ltd. .....
Inside back cover
Ottawa Trading Co. 139
Otterville Mfg. Co. 31
Owen Sound Wire Fence Co. 143
Owl Metal Co., Ltd. 142

Parmenter, Bulloch & Co. 21
Penberthy Injector Co. .....Front cover
Peterborough Canoe Co. 143
Pilloid Lumber Co. 108
Pink & Co., Thos. 27
Power Furnace Co., A. H. 31
Port Hope Mat & Mfg. Co., ... 135
Prairie City Oil & Mfg. Co..... 88
Progressive Mfg. Co. 73

Ramsay & Son, A. 110
Reed & Co., Geo. W. 24
Reed & Coombs 143
Renaud Motor Supply Co. 27
Rideau Specialty Co. 140

Satinette Products Mfg. Co. 134
Samuels, J. 23
Savage Arms Corp. 129
Shaw & Son, A. 97
Shurly Co., T. F. 23
Shurly Dietrich Co. 142
Simms & Co., T. S. 130
Slater & Barnard Co. 133
Spramotor Co. 139
Stark Rolling Mill Co., Ltd. 9
Standard Paint & Varnish Co. 69
Starrett Co., L. S. 4
Steel Trough & Machine Co. 27
Stephens Co., G. F. 83
Still Mfg. Co., J. H. 140
Stevens Hepner & Co. 142
Stover Mfg. & Engine Co. 23
Sturgeon's Limited 31

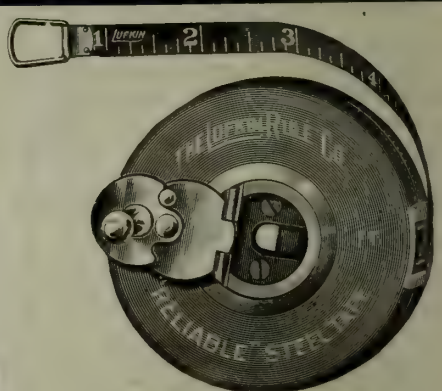
Tallman Brass & Metal Co. 140
Taylor-Forbes Co., Ltd. 16
Toronto Plate Glass Importing Co... 8
Trees & Co., Samuel 14
Trimont Mfg. Co. 73
Turner & Sons, J. J. 31

Union Iron & Metal Co. 140
United Brass Founders & Engineers, Ltd. 18
United States Sand Paper Co. 24

Van Cleef Bros. 123
Vaughan & Bushnell Mfg. Co. 24
Vol-Peek Mfg. Co. 21

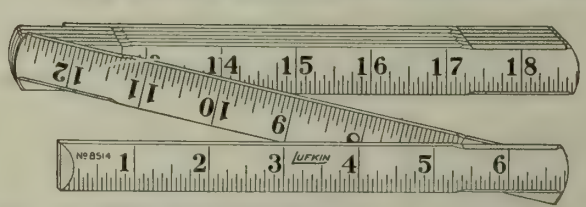
Warren Forge & Tool Co. 73
Weaver Beach Co. 142
Western Wire & Nail Co. 142
Wells Bros. Co. of Canada, Ltd. ... 10
Wiebusch & Hilger, Ltd. 122
Wilckes-Martin-Wilckes Co. 143
Wilkins Co., Geo. H. 143
Wilkinson & Kompass 30
Williams & Co., J. H. 12
Wilt Twist Drill Co., of Can. Ltd. 7
Wood, Vallance Co. 89
Woods & Co., Walter 18
Westerholm & Son, Geo. 5
Wrought Washer Co. 18

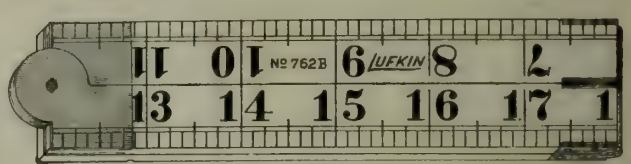
LUFKIN



Tapes and Rules

Made in Canada





Familiarly and Favourably Known

Embody Many Improved, New and Exclusive Features.

Accurate *Reliable*

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

O.P.W.

PAINTS & VARNISHES FOR EVERY PURPOSE

OTTAWA PAINT WORKS LIMITED

OTTAWA
CANADA

BRANCHES-MONTREAL-TORONTO-VANCOUVER

"Save the surface and you save all"

Delivered
Sept 24 '20

O.P.W. Posters Pulling Consumers for You

Our Four Leaders

O.P.W. Brand Pure Paints

(Registered and Protected)

O.P.W. Brand Floor Paints

(Registered and Surpassed by None)

O.P.W. Jas-per-Lac Specialties

(Registered—The Present-Future Finish)

O.P.W. Jas-per-ite Varnishes

(Registered—The Present-Future Varnish

B

is for "Business-Builder" which is a trade slogan for O.P.W. Paints and Varnishes

This fine series of 24-sheet posters is selling O.P.W. goods from your paint department. These compelling posters are linked up with forceful consumer advertising in MacLean's, Farmers' and other magazines—advertising team-work that covers Canada like the sunshine.

O.P.W. Salesmen Out for Spring

Ready, not only to supply you with the ever reliable, saleable O.P.W. goods for the biggest paint season in years, but also to show you O.P.W. Service and the "boost" for you in O.P.W. advertising. Give the O.P.W. man the glad hand—he is there to help your business.

Building Activity Was Never So Great

Leading Canadian cities are issuing Building Permits in unprecedented numbers. The Government Housing Plans for Spring are large and private building is contemplated by vast numbers of people. Paint Prosperity is assured.

Ottawa Paint Works, Limited

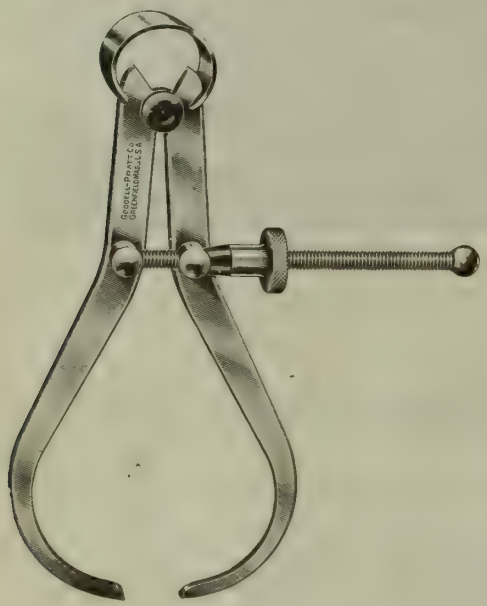
OTTAWA

Canada

Brandon Montreal Toronto Vancouver

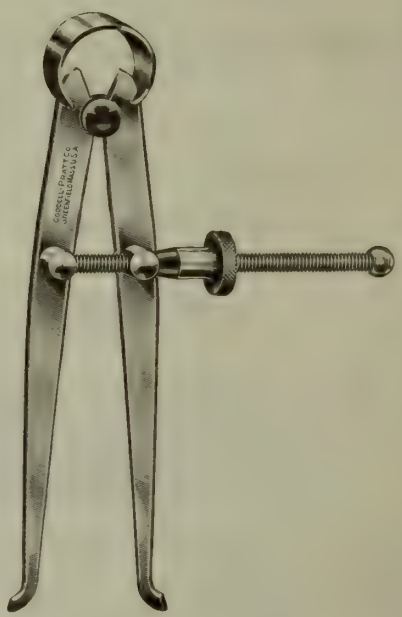
GOODELL-PRATT

1500 GOOD TOOLS



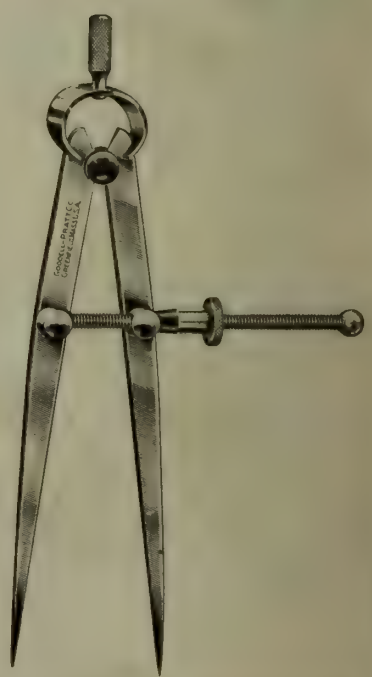
CALIPERS and DIVIDERS

143 Sizes and Kinds



GOODELL-PRATT Calipers and Dividers appeal to all particular mechanics on account of the accurate results obtained from their use, their symmetrical construction and beautiful finish.

The legs of these tools are made from hard, crucible steel and every part subject to wear is hardened.



GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass., U.S.A.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII No. 6 | THE MACLEAN PUBLISHING COMPANY, LIMITED | PUBLICATION OFFICE : TORONTO, CANADA | FEBRUARY 7, 1920

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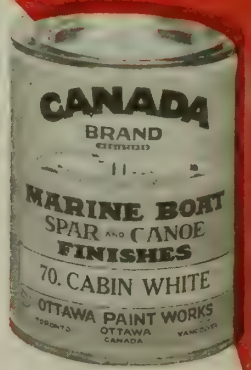
CANS



WHITTALL CANS

For Meats, Vegetables, Milk, Syrup, Fish, Paint, Etc. Packers' Cans, Open Top Sanitary Cans, and Standard Packer Cans with Solder-Hemmed Caps.

A. R. Whittall Can Co.

Limited

MONTREAL, CANADA

Established 1888

The Seed to Sow —

FOR A RICH HARVEST OF PROFITS

EXPERIENCE teaches us—everyone of us—that "we reap what we have sown." Poor seed is expensive—it never brings a real crop.

In the merchandising world, as in the experience of the farmer, it is amply demonstrated that haphazard methods are unfruitful—that intelligent effort, with careful selection of the "seed you sow," is an essential of success.

All merchants have similar soil to work on—your soil is the great consuming public of Canada. No matter where your business is located you have a nice section of this big "field" to cultivate.

What seed will you use?

One dependable type of seed is found in the O-Cedar Products. To "plant" such seed in that rich soil which is the combined purchasing power of your customers, is to have an abundant harvest of sales.

Being "Quality Products," backed by a continuous advertising campaign which keeps their merits fresh in the minds of the people, O-Cedar Polish and O-Cedar Polish Mops require but little effort on the part of the dealer to ensure their "taking root."

It is only necessary for you to introduce them to your customers—in the natural course of events these products will bring forth a harvest of those repeat sales which are such important factors in creating a good profit.

The housewife, after once experiencing the beautifying effects of O-Cedar Polish, will wish to use it regularly to keep her home as it should be kept—she'll come back steadily for more "O-Cedar Polish."

She will also want it repeatedly for her O-Cedar Mop, which becomes soiled by continuous use and so must be washed and re-treated every few months.

When you make an O-Cedar sale to a new user of these products, you plant a seed that is certain to result in a harvest of "repeat orders."

SPECIAL NOTICE

Due to the ever-advancing cost of materials we have found it necessary to charge the consumer 25c extra for the O-Cedar Mop Handle, which has formerly been given free with the purchase of a Mop.

Beginning February 1st, 1920, all orders for O-Cedar Polish Mops will be subject to an extra charge for Mop Handles, the charge being made of twenty-five cents (25c), less such discounts as those worthy may be entitled to.

O-Cedar Polish

CHANNELL CHEMICAL CO., LIMITED, TORONTO, CANADA

HARDWARE AND METAL, February 7, 1920. Volume XXXII., No. 6. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

O-Cedar Polish Mop

(Reg. Can. Pat. Office) (Made in Canada)

The O-Cedar Mop is made in both round and triangular styles to suit the peculiar taste of the housewife. This mop has made a name for itself in Canada and has an all-year-'round sale. It's a big spring line.

The New LIQUID VENEER Mop

The makers claim several features for this mop, chief among which is the fact that the swab may be removed easily to be washed. The same handle may be used indefinitely by renewing the swab.

Spring cleaning brings Spring needs, chief among which are dustless mops. We carry a range of "O-Cedar" Mops in the best selling styles and sizes, also the new "Liquid Veneer" Mop. Order your stock now. Both these mops will have a big Spring sale.

"Johnson's and C & B Floor Wax"

When the Rice Lewis representative calls, ask him to sort up your spring cleaning stock.

Rice Lewis and Son, Limited

Victoria Street, Toronto

UNIVERSAL HOME NEEDS

For the Dining Room

Table Cutlery and Silverware, Coffee Urns, Tea Balls, Tea Pots, Chafing Dishes, Electric Grills, Vacuum Pitchers, Casseroles, Toasters, etc. All these are graceful in design, superior in material and construction.

For the Kitchen

Make hard work easy and get better results by using the UNIVERSAL Food Chopper, Mayonnaise Mixer, Bread Maker, Coffee Percolator, Tea Ball, Tea Pot, Electric Iron, Electric Waffle Iron and Kitchen Cutlery. Use this UNIVERSAL line of Home Needs and make your kitchen work a pleasure.

Made to meet

Home Service Requirements of the Consumer

UNIVERSAL HOME NEEDS

Store Profit Requirements of the Dealer

LANDERS · FRARY & CLARK

· NEW·BRITAIN CONNECTICUT ·

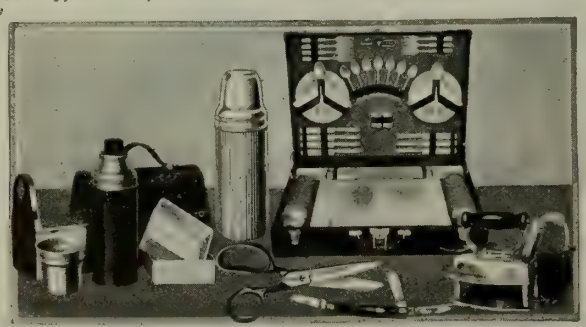
For the Office, School, Motor Car, Hotel or Camp

For the Boudoir

CANADIAN REPRESENTATIVES:

A. MACFARLANE & CO., LTD., MONTREAL, QUEBEC

Many practical every-day uses in keeping food or drinks hot or cold make the UNIVERSAL Bottle a dispenser of comfort that nowadays we can ill afford to do without. Our line consists of Vacuum Bottles, Lunch Boxes, Motor Sets, Pocket Cutlery, Scissors, Shears and Tourists' Electric Irons.



Our useful electric line of Home Needs for the Boudoir consisting of Electric Heating Pads, Curling Irons, Vacuum Jug, Immersion Heater, Milk Warmer, Radiator Heater, Hot Water Bottle, are constantly in demand by to-day's housewife.

WHEN ABRAHAM LINCOLN WENT TO WAR

HE was elected Captain Lincoln by the company of volunteers who pledged themselves for thirty days to help put down the rebellion of Black Hawk, Chief of the Sacs. But when the thirty days were over, and Black Hawk was as far from being overcome as when this lawless, undisciplined, and rebellious company entered the service, they decided that they had had enough of army life and went back to the farm. Not so with Lincoln; he had enlisted to put down the Indian rebellion, and having put his hand to the plow would not turn back.

In 1824, six years previous to the Black Hawk War, the Plymouth Cordage Company was founded by Bourne Spooner. Like Lincoln, he hated slavery on both moral and economic grounds. Honesty of purpose, and a determination to surmount all obstacles, characterized them both. Since Lincoln went to war, the company thus well founded by Bourne Spooner has become the largest manufacturer of honest rope and twine in the world.

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

PLYMOUTH ROPE

No. 6

NEWS ITEM

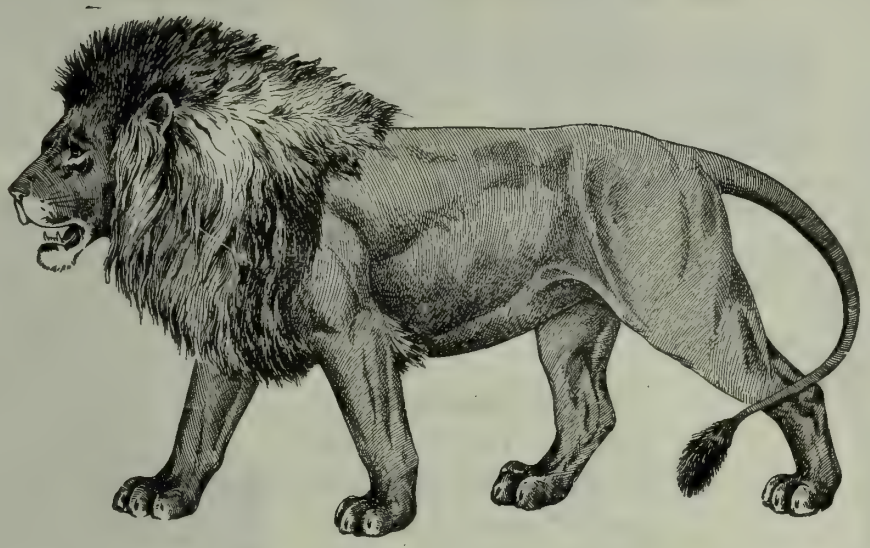
"LION BRAND" LINES HELP BRING S.S. "POWHATTAN" SAFELY INTO PORT

The rescue of the S.S. "Powhattan" is a tribute to the courage and hardihood of Nova Scotia seamen, and the heroic work of Capt. Travers, of the S.S. "Lady Laurier," demonstrates the fact that our seamen are equal to every emergency.

As a Canadian industry, the Consumers' Cordage Co., Ltd., are particularly proud of having played an important part by assisting in towing the S.S. "Powhattan" to Halifax, as the two 10-inch, 140 fathom Hawsers used by the S.S. "Lady Laurier," were furnished by their Halifax mill on a rush order received from the Marine & Fisheries Dept. a few hours prior to the S.S. "Lady Laurier" sailing.

"Best Since 1825"

1825 1920



The Traditional "Trade Mark"

"Lion Brand" Lines Towed S. S. "Powhattan" safely into port

"Lion Brand" cordage proves equal to emergency when life and property are endangered.

For 95 years it has been continually demonstrating its

TRUSTWORTHINESS

"BEST BY EVERY TEST"

CONSUMERS CORDAGE COMPANY, LIMITED

Montreal Halifax St. John, N.B. Toronto

Agents and Stocks at

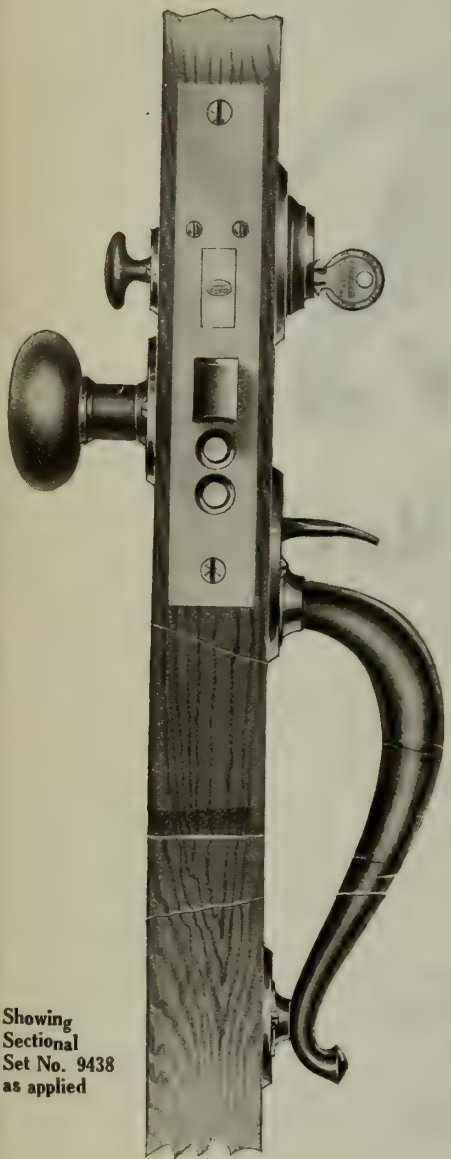
Tees & Persse, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William

James Bisset & Co., Quebec Macgowan & Co., Vancouver

(The Same Service on the Pacific Coast)

CYLINDER SECTIONAL FRONT DOOR SET

CAST BRASS or BRONZE

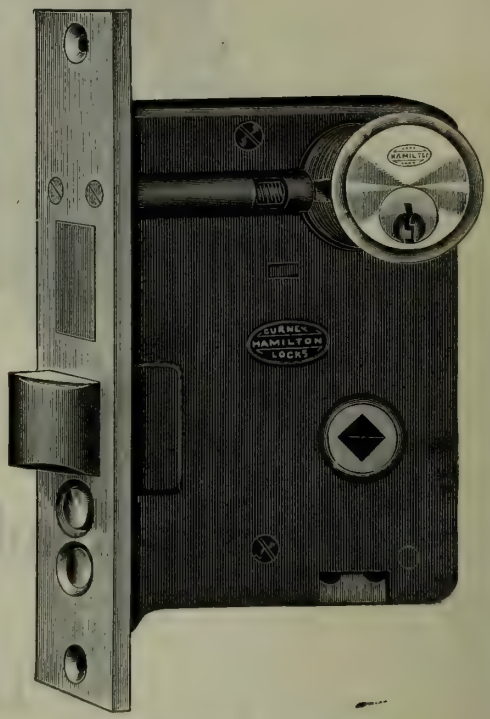


Showing Sectional Set No. 9438 as applied

BETTER BUILDERS' HARDWARE

Dealers and owners looking for builders' hardware of standard quality and pleasing design can save time and money by asking for—

GURNEY HAMILTON LOCKS



Lock No. 1967

Store Door, Front and Inside Door Sets, Panic Bolts, Simplex Transom Lifters, Cylinder and Bit Key Locks and Latches, Night Latches or lines illustrated in Catalogue No. 14 of Builders' Hardware.

We extend a cordial invitation to all Dealers to visit our showrooms during the Hamilton Convention or see our Exhibit in I.O.O.F. Bldg.

Canadian money,
Canadian made,
Should be spent in Canada
For Canadian trade.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives: Mr. F. C. Moore, 143½ Higgins Ave., Winnipeg. Mr. W. G. Chester, Hamilton St., Vancouver.

WILT

If a Customer came in and said: "I want—

A Special Reamer for Ford Car Repairs"

Have You Got It?

This popular special reamer is designed and made especially to meet the need of mechanics repairing Ford Cars. It is very well liked and a heavy demand for it is growing heavier all the time.

"Where there's a WILT There's the Way"

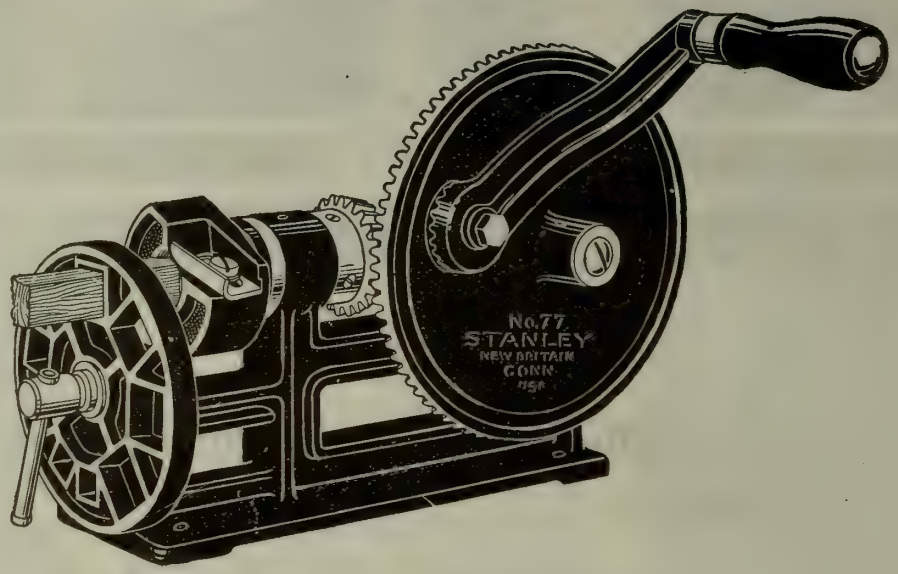
All this superior line of Carbon and High Speed Twist Drills, Reamers and Milling Cutters are known for the best of their kind by mechanics everywhere.

Wilt Twist Drill Company
OF CANADA, LIMITED

Walkerville - - Ontario

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England.

Stanley Tools



STANLEY
DOWEL AND ROD TURNING MACHINE
No. 77

A tool that will appeal to Carpenters, Cabinet Makers, Pattern Makers, Furniture Manufacturers and especially to Supervisors and Instructors of Industrial Education, in fact to anyone interested in woodworking.

It will not only cut dowels of varying sizes and lengths to perfect dimensions, but with it one can also form rods of practically any length.

Ready made or stock dowels have a tendency to warp and shrink, making them very unsatisfactory to use where a close fit is desired.

With this machine the workman can cut his dowels when he is ready to use them and furthermore of the same material as the wood being worked.

One cutter head complete for making dowels or rods 3/8 inch in diameter is furnished with each machine.

Additional cutter heads with cutters 1-4, 5-16, 7-16, 1-2, 9-16, 5-8, 11-16 and 3-4 inches can be furnished at slight extra cost.

A workman whose tool equipment includes one of these machines and a Stanley Doweling Jig can make doweled joints with surprising quickness and accuracy.

A Profitable Tool for you to Carry.

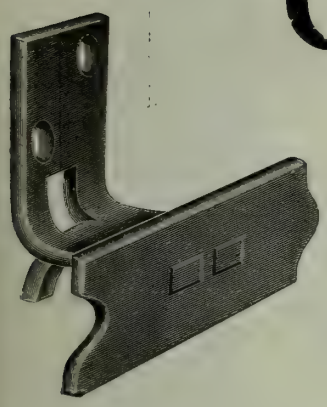
STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

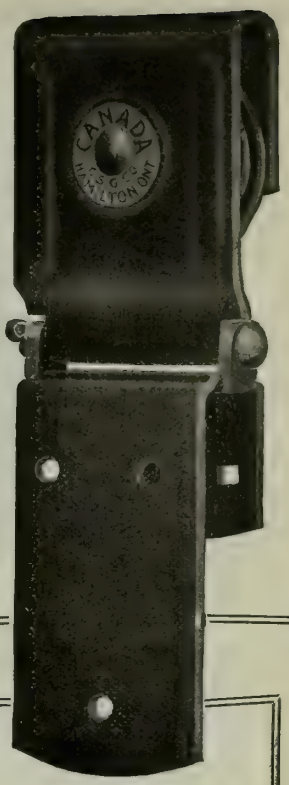
Canadian Representative: A. Macfarlane & Co., Ltd., Montreal, P.Q.

An Old Reliable Salesmaker

"Canada"

Flexible Steel Door Hanger





Cannot Jump the Track

The "Canada" runs smoothly and easily on anti-friction, steel roller bearings, using the same track as our famous "National" Hanger.

Commercial conditions invite liberal stocking of Builders' Hardware for a record-breaking building season—Canada has issued Building Permits for $60,000,000 worth of work. C. G. S. Co. Garage Hardware will be a wise choice in anticipation of the 500,000 cars which Canada will number this year.

The Braced Rail, shown above at the left is 1¼ x 3/16 inches and is furnished in lengths of 4, 6, 8 and 10 feet; 8 lengths to the bundle.

The "Canada" comes neatly and conveniently packed, one pair in a box complete with bolts. Be sure to include "Canada" in your order.

Drop Us a Line for a Catalog

Canada Steel Goods Co., Limited

Hamilton :: :: Canada

We Specialize

ON WASHING MACHINES AND WRINGERS.

WE HAVE BEEN IN BUSINESS THIRTY-FIVE YEARS, AND OPERATE THE LARGEST WASHING MACHINE AND WRINGER FACTORY UNDER THE BRITISH FLAG.

OUR OUTPUT HAS ALWAYS BEEN SOLD TO DEALERS ONLY, EITHER THROUGH THE JOBBERS OR DIRECT FROM OUR WAREHOUSES IN HAMILTON AND MONTREAL.

THE DEALERS' LOYALTY AND FRIENDSHIP ARE VALUED HIGHLY BY US, AND WE WILL STRIVE TO MERIT THE CONTINUANCE OF THIS CONFIDENCE BY THE SAME STRAIGHTFORWARD BUSINESS POLICY, AND BY PRODUCING WASHING MACHINES AND WRINGERS THAT SELL AND SATISFY.

WHAT IS IT WORTH TO HAVE NO COMPLAINTS?

DOWSWELL, LEES & CO. LTD.

HAMILTON, CANADA

Makers of every type of Hand or Power Washing Machine of merit. Also ARROW BRAND Clothes Wringers

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

One of the Edelmann Products

Edelmann "Breaknot" Storage Battery Tester

An Auto Necessity recognized and bought by every car owner.

All authorities are agreed on the advantage of frequent "Hydrometer Tests"—the best means of prolonging the life of storage batteries. "Breaknot" is the most accurate and durable for the purpose.

This exceptionally reliable Battery Tester is of patented construction that does away largely with the use of glass so that it may be carried in tool boxes, etc., without breakage.

Notice the clear, easily-read scale, and the red danger marks indicating "Empty," "Half Empty" and "Full Charge." See the generous bulb of strong red rubber. The hydrometer float is guaranteed accurate. "Breaknot" comes neatly packed in a tube with full directions.

E. Edelmann & Company

CHICAGO - - - U.S.A.

Manufacturers of

Jumbo and Gem Grease Guns	Han-d Hammer
3-in-1 Screw Driver	Han-d Wrench Set
Sexto Wrench Set	Perfect Coupling Assortment
4-in-1 Screw Driver	No. 312 Cut-outs

Leaknot Air Chuck, etc

ASK YOUR JOBBER

Plumbs Sand's Levels

A Line With Striking Selling Points

Carried by These Leading jobbers:

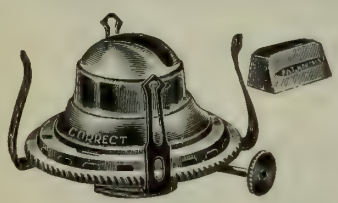
Rice Lewis & Son, Ltd.	Toronto, Ont.	T. McAvity & Sons, Ltd.	St. John, N.B.
Hobbs Hardware Co., Ltd.	London, Ont.	Thompson & Sutherland, Ltd.	North Sydney, N.S.
D. H. Howden Co., Ltd.	London, Ont.	Robertson, Foster & Smith, Ltd.	St. John, N.B.
The Bond Hardware Co.	Guelph, Ont.	W. H. Thorne & Co., Ltd.	St. John, N.B.
White's Ltd.	Collingwood, Ont.	W. B. Dalton & Sons, Ltd.	Kingston, Ont.
Thos. Birkett & Son, Ltd.	Ottawa, Ont.	Chinic Hardware Co.	Quebec, Que.
Caverhill, Learmont & Co.	Montreal, Que.	E. Cavanagh Co., Ltd.	Montreal, Que.
Letang Hardware Co., Ltd.	Montreal, Que.	The J. H. Ashdown Hardware Co., Ltd.	Winnipeg, Man.
Frothingham & Workman Ltd.	Montreal, Que.	Wm. Doyle	Quebec, Que.
A. Prud'Homme & Fils, Ltd.	Montreal, Que.	Jas. Simmonds, Ltd.	Halifax, N.S.
		Wm. Robertson & Son	Halifax, N.S.

Sand's levels are made in plain, brass-bound and aluminum; of double construction, they are always ready for use and can be read in any position, high, low, up or down or at arm's length. Spirit glasses set solid, protected, and slightly crowned. Clear, distinct, easily read locators at both ends of the bubble. Accurate and never need adjustment.

Canadian Representative

Campbell Agencies

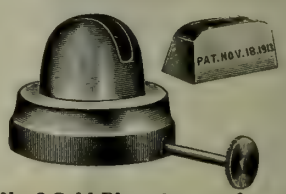
Toronto -:- Canada



A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

Give your Wholesaler a sample order. You will like them.

We also make the "Queen Mary" and "Dominion" Burners.

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

The Schultz Manufacturing Company

LIMITED

HAMILTON, CANADA

Give us your Wholesaler's name and we will send you a sample

GOODELL-PRATT

1500 GOOD TOOLS

No. 6

Breast Drills

In order to meet the requirements of all users of Breast Drills we have developed our line of these tools to

27 Styles

Among them are drills with iron, steel and aluminum frames, one and two speeds and ratchet movements, with and without levels, and fitted with chucks of various patterns and capacities.

GOODELL-PRATT Breast Drills can be distinguished by the clean-cut design and the big red gear.

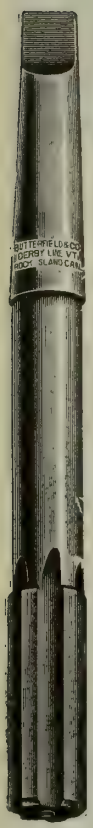
Goodell - Pratt Company

Toolsmiths

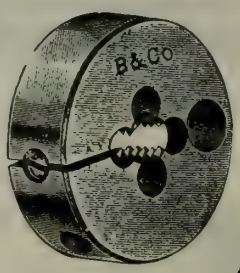
Greenfield, Mass., U. S. A.

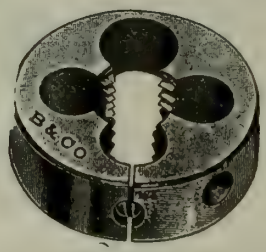
Makers of Mr. Punch

BUTTERFIELD



Carbon and High Speed Twist Drills Milling Cutters Reamers Taps Dies





All Butterfield Tools cut cleanly and accurately and will duplicate work over long periods of use. Every process in their manufacture is performed by experts and subjected to rigid inspection, resulting in tools that reflect credit on our 35 years of concentration on improvements.

These good features make quick, profitable sales for dealers.

Butterfield & Co., Inc., Rock Island, P.Q.
Toronto Office: 220 King Street West

As a business proposition

—would you rather sell

or

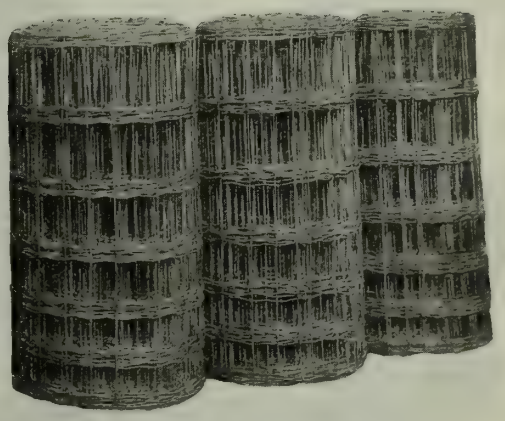
Frost Fence has enabled many a dealer to do this. You can do it, too.

Put your fence business on a firmer foundation.

Your hardware business must grow, and if it is to grow every article must be a sales-builder.

Take fence. Fence, at first glance, and unless two rolls are compared side by side, looks more or less the same. The fence that is one or two cents per rod lower in price wins out among those who have not learned through experience. But those who have learned through experience decide differently.

FROST FENCE is made up to a quality regardless of a trifling fluctuation in price. Dependable materials are put into it and dependability has made



FROST FENCE FIRST

SEE FROST FENCE MADE when at the Hardware Convention in Hamilton, February 16th to 20th. Factory at Sherman Avenue and Princess Street.

Frost Steel and Wire Co. Ltd.

Hamilton Canada

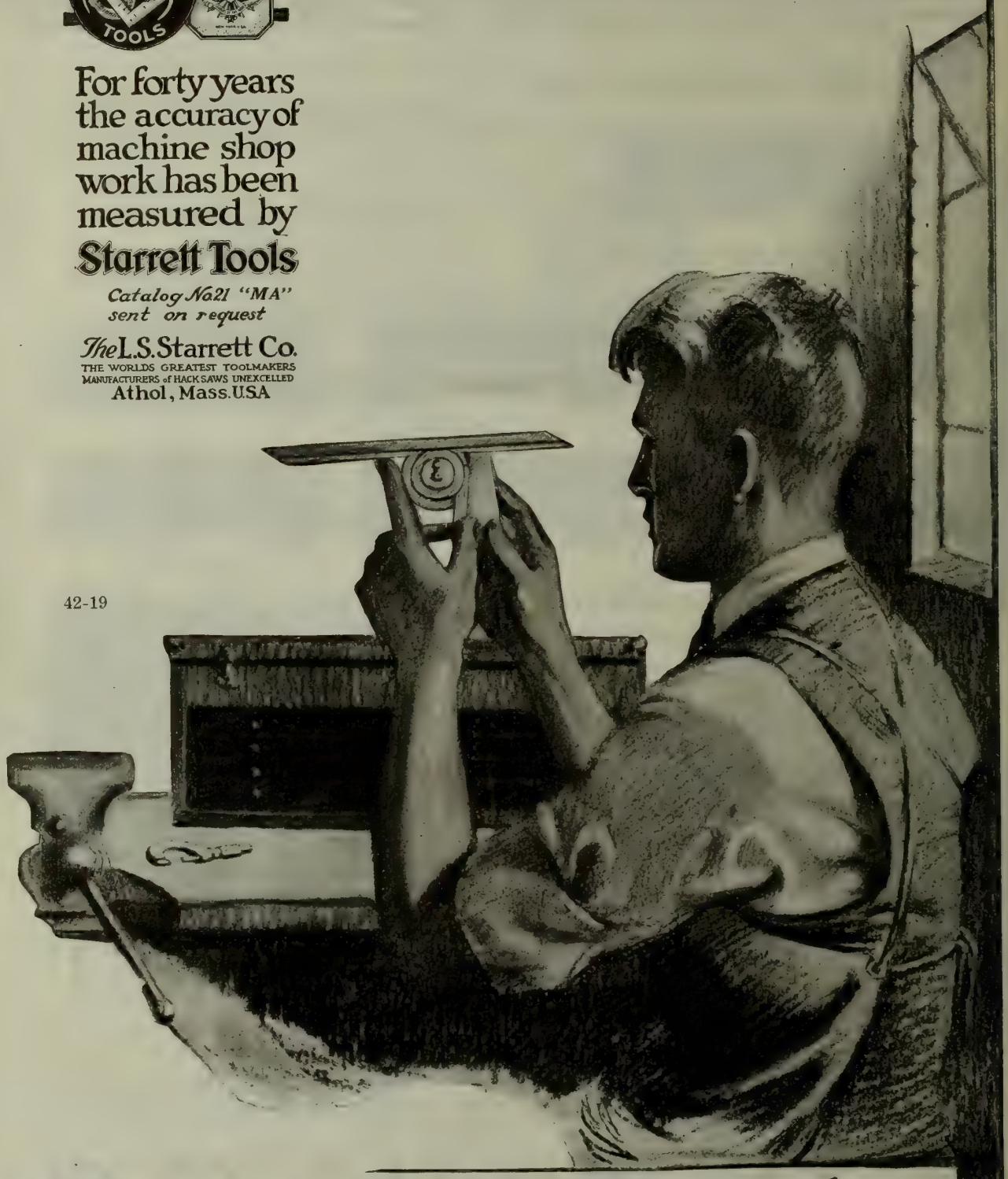
For forty years the accuracy of machine shop work has been measured by

Starrett Tools

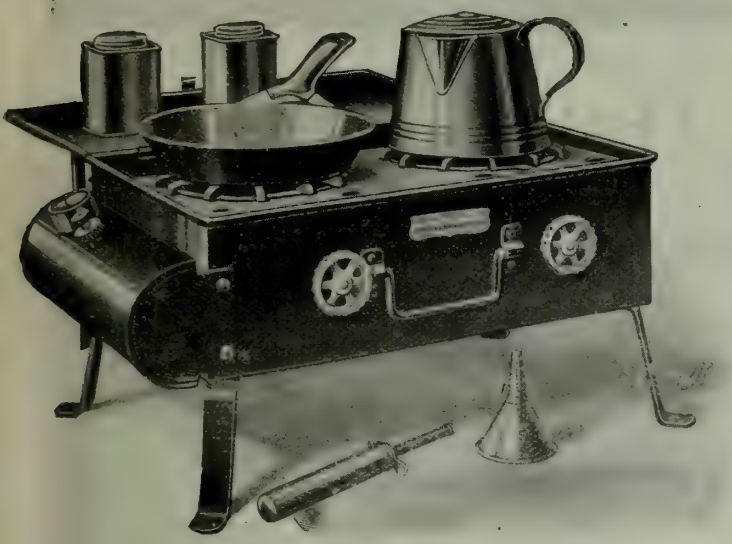
Catalog No 21 "MA" sent on request

The L.S. Starrett Co.
THE WORLDS GREATEST TOOLMAKERS
MANUFACTURERS of HACK SAWS UNEXCELLED
Athol, Mass. U.S.A.

42-19

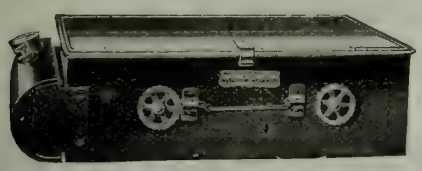


Starrett Tools



No. 2 or 3 Open

Showing Equipment, Featuring New Model Tank With Pressure Gauge.



Same Closed

Showing the Neat, Handy Way It Packs. Equipment Stored Inside.

Auto Kamp Kook Kits

These efficient kits sell well because they fill a much-felt want for the customer.

A good, compact gasoline stove with a special forced feed that insures perfect burning under all weather conditions.

This forced feed, somewhat similar to the principle of a mechanic's torch, will give perfect service unprotected in fresh winds.

We specialize on a four-party suit-case outfit which, besides a Number 2 stove fully equipped, contains knives, forks, spoons, salt and pepper shakers, can-opener, plates and cups for four people. Plates and cups are Swedish ware.

Three handy, convenient sizes to fit almost any needs.

The Number 2 is a two-burner stove with two six-inch grates.

The Number 3 is also a two-burner stove with eight-inch grates.

Both are provided with a die-made gasoline tank with a nickel pressure gauge. Both are sold with or without equipment, but pump and funnel are sold with all stoves. The illustration shows the Numbers 2 and 3 with equipment.

Number 4, single-burner—six-inch grate—Hunters' Special, as illustrated in use.

Wait For Dealers' Proposition

The Handy Suit-case Outfit

Prentiss-Wabers Stove Co.

GRAND RAPIDS, WISCONSIN, U.S.A.

Canadian Distributors: **Murdock & Hunter,** 34 Church St., Toronto

Chucks That Keep Ahead

Mechanics, drill manufacturers and dealers, consider Jacobs Chucks as in a class by themselves.

Their mechanical features—firm grip, accuracy of alignment and time-saving convenience of adjustment have made them world-wide favorites.

Dealers find it best to sell them because they give the drill user what he wants and what he knows is right.

If your stock is low, order more to-day.

The Jacobs Manufacturing Co.

Dept. H.M.

HARTFORD :: :: Connecticut

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

The Business Is All Around You

An American clipping a French cavalryman's horse with a Stewart machine. Clipping of horses used by the Allied Armies was general, and a great many Stewart No. 1 Ball Bearing Machines were used.

If it paid to clip horses on the battle front when life was only a matter of chance, it surely pays to clip horses at home where they are a definite asset and value for their natural lives.

Some One Will Sell a Lot of Stewart Clipping Machines in Your Community This Spring

There will be big sales this season in Stewart No. 1 Clipping Machines for all over spring clipping of cows, horses and mules.

Put Stewart Machines in your window **now,** and they will make a convincing display that will talk loud to every one passing your store.

Back up your window display by advertising in your local paper. Ask us for cuts to add value to the advertising.

Our advertising and educational campaigns in leading Canadian farm papers are boosting sales for dealers. Stock Stewart Machines and your customers will buy from you. We are telling the readers of farm papers to "INSIST ON A STEWART—the kind that always satisfies."

Our advertising campaign urging cow clipping for clean milk production is still going on. There's yet time to bring this idea home to dairymen and milk producers in your territory. Ask for our "Clean Milk" folder, with space for imprinting your name. We will supply enough to cover your section. Plenty of time to make quick, easy profits. Seasonable as long as the cows are stabled.

The Stewart No. 1 Ball Bearing Clipping Machine is ideal equipment for clipping cows, horses and mules—same machine for all, with no change in knives or adjustments.

Investment is moderate—turnover is quick, profitable and certain.

The business is all around you—stock Stewart Machines and it will come your way.

Get your stock from your jobber now.

Stewart No. 1 Ball Bearing Clipping Machine

For Cows Horses and Mules

Chicago Flexible Shaft Company

5608 Roosevelt Road, Chicago, Ill.

FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Factory and Head Office of JENKINS BROS., LIMITED, Montreal, Canada

Write for Catalogue No. 8

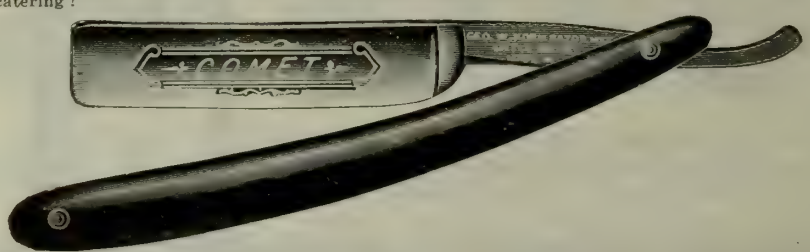
JENKINS BROS., Limited

103 St. Remi St. MONTREAL

6 Great Queen Street, Kingsway, London, W.C. 2, England

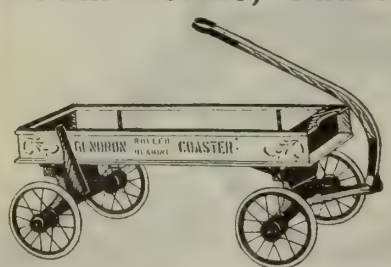
CONCERNING FINISH

Many a man has been induced to buy an ordinary razor because of its **alluring finish.**
And many a man has been induced to buy a G. W. Korn razor because of its reputation to give a **superior shave.**
The former never return to the dealer who sold them—the latter buy all their cutlery from that dealer who places a high value on Quality and sells Razors that **maintain it.**
To which **class** are **you** catering?



GEO. W. KORN RAZOR MFG. CO., LITTLE VALLEY, N.Y., U.S.A.
Canada Office: 140 McGill Street, Montreal

The Gendron Mfg. Co., Ltd., will exhibit at Hamilton, Ont.
Booth No. 46, Oddfellows Temple, Feb. 17th to 20th.

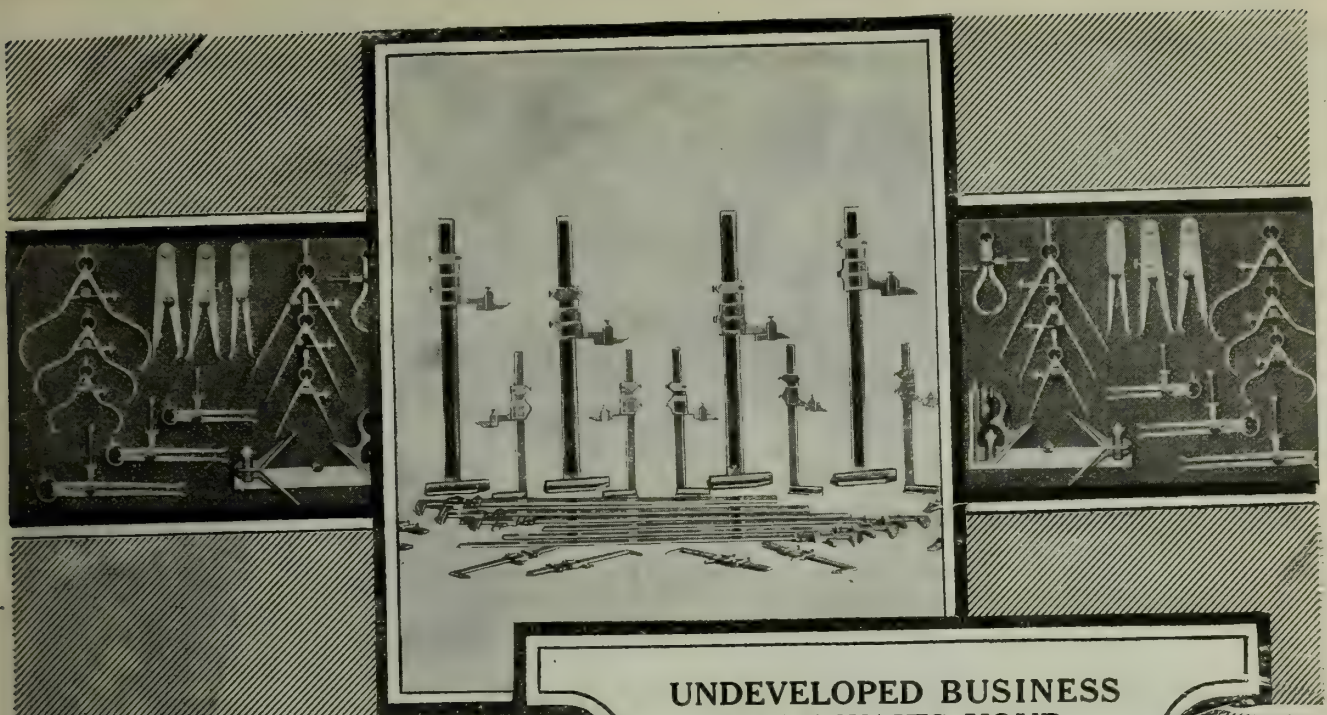


Lines Comprise

**Roller Bearing Coaster Wagons,
Children's Automobiles,
Velocipedes, Toy Goods,
Bathroom Fittings, Etc.**

OUR TRAVELLERS IN ATTENDANCE

The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada



Brown & Sharpe Machinists' Tools

UNDEVELOPED BUSINESS THAT WAITS YOUR COMING

How many machine shops in your city ?

Do you ever drop in to inquire whether or not you can be of service by equipping their tool rooms with machinists' tools?

This may look out of your line, but consider the continual demand that arises from day to day for different precision tools. This business is ready, waiting for you.

It is a sure thing, for wherever you find machinists you find Brown & Sharpe Machinists' Tools. Their eighty years of satisfactory service has made them the universal choice.

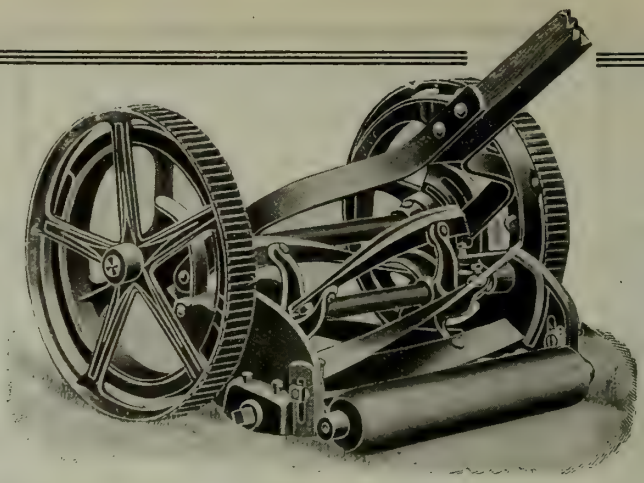
Write us for catalogs. Leave a few in some of the near-by shops. They will bring you prestige and profit.

Brown & Sharpe Mfg. Co.

Providence, R. I., U. S. A.

B·S
TRADE MARK

Write for prices and details NOW



We anticipate a big demand

It's a wise precaution to order mowers—Now

and when you stock up with T.-F. quality you can anticipate quick sales—always dependable. They have stood the test for 40 years—none but the highest grade of workmanship and quality of material used. We make a specialty of this line and guarantee our product. Identify yourself with quality by stocking the line of mowers that are well and favorably known as—

"ADANAC" "WOODYATT" "STAR" "EMPRESS" FAMOUS NAMES.

Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.

H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

A Clean Reputation

Think how much easier it would be to sell harness that is known by your customers to be high-grade and reputable. To-day is the day of bigger things and you can make your harness department develop into a bigger proposition if you display and sell

IMPERIAL BRAND HARNESS

Your customers know this brand and prefer it. Remember, you don't "think" it will please them, you KNOW. Imperial Harness is guaranteed free from all defects in materials and workmanship.

THE BEST GOODS MAKE THE BEST CUSTOMERS.

Samuel Trees & Co., Limited

42 Wellington St. E. TORONTO

Bissell's Vacuum Sweepers—

with greater suction than the average electric—

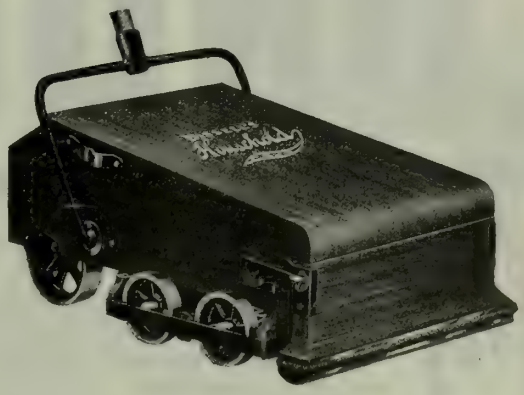
furnish efficient cleaning in homes not wired or who count the cost. There is a profitable market for such a machine. Will you get your share?

Bissell Carpet Sweepers are a necessity in *every* home for *every-day* sweeping. "Cyco" Ball Bearing grades retail in Eastern Provinces at $4.50 to $6.50, 25c more in the West.

"Superba" Vacuum Sweeper. Real mahogany oil-rubbed case, nickeled fittings, "No-Mar" Rubber Corner Cushions — the Vacuum Sweeper De-Luxe. Retail, Eastern Provinces —$17.00; West—$17.50.

"Grand Rapids" Vacuum Sweeper. Brown mahoganized gum wood case, nickeled fittings and Rubber Corner Cushions. Retail, Eastern Provinces —$15.00; West—$15.50.

"Household" Vacuum Sweeper. Mahoganized gum wood case, japanned fittings. Retail, Eastern Provinces—$13.00. West $13.50.



Put your sweeping reliance on a Bissell appliance

BISSELL CARPET SWEEPER CO.
of Canada, Limited, Niagara Falls, Ont. (Factory) and GRAND RAPIDS, MICH.

Beaver A

All the Davidson Selling Features Are in Beaver Heaters

Here are heaters constructed on the famous Quebec Heater principle. They are supplied with or without grates as desired. These "Beavers" are lined with fire brick and the bodies are of extra heavy blued steel. In appearance and durability also, they satisfy customers, making for you increasing, permanent trade.

We fill orders promptly for these excellent, popular heaters in sizes 2, 3, 4, 5 and 6, either plain or nickel-plated.

Beaver D

The Thos. Davidson Mfg. Co.
Limited

Toronto Montreal Winnipeg

LONDON BAR IRON

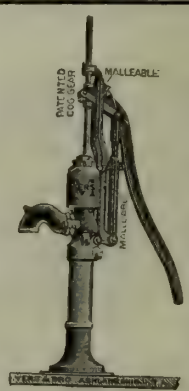
High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS

Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.



MYERS
"HONOR-BILT"
Hand and Power PUMPS

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service.
The aggressive dealer handles the MYERS — Ask your jobber or write us.

F. E. MYERS & BRO.
No. 65 Orange St. ASHLAND, OHIO

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Morrison
Gauges

A Line That Closes Any Sale

With Morrison Gauges you can satisfy the requirements of any customer and so close every sale. They include gauges for every conceivable purpose—for indicating or indicating and recording—pressure, temperature, altitude, revolutions, etc.

These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

This enviable reputation not only helps sales but builds prestige for your store.

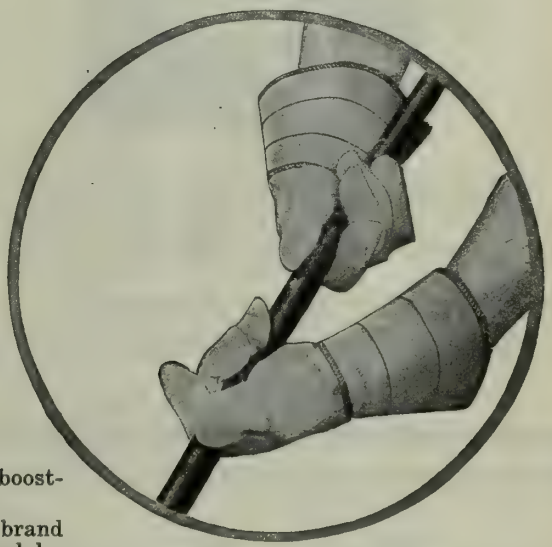
A full guarantee of satisfaction.

James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West - - Toronto

Easy to See—
Easy to Sell

The right goods, well displayed, are half sold before a word is spoken.

TAPATCO
REGISTERED TRADE MARK
BRAND
GLOVES



placed where your customers can see them, will sell without any boosting from you or your clerks.

That's because all Canadians who use work-gloves know the brand well—they only need to be reminded of it—and that is accomplished by giving the line a place of prominence in your store.

Don't you like to stock goods that sell themselves, and that net you a nice profit? You surely do—and you'll surely take our advice and put these quality gloves where your customers can see them.

Styles:

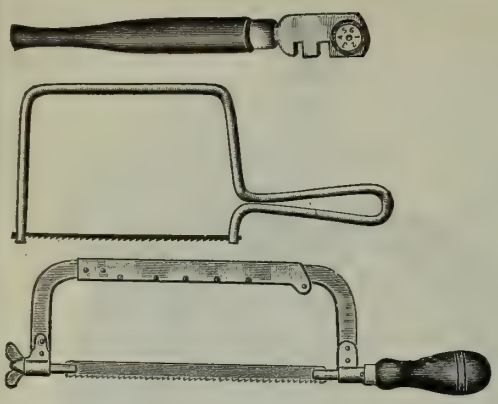
Gauntlet, Knit Wrist and Band Top
In Heavy, Medium and Light Weights
Also Leather Tip and Leather Faced Gloves, Jersey Gloves and Mitts in Tan, Slate or Oxfords.

THE AMERICAN PAD & TEXTILE COMPANY
CHATHAM - ONTARIO

TAPATCO COLLAR PADS

The Pads with the high reputation and the big sale.

Pads so well made that they give long service—with hooks so secure that they never work loose. They are now protecting the necks of thousands of horses. They prevent friction and so remove all possibility of sores, galls and chafing. A great favorite with farmers—a great sales-builder for dealers.



The Crescent Line

For Building Permanent Trade

For satisfying customers and holding their trade, and confidence in the store. In turnover, profit, and business-building, Crescent Line is unexcelled.
A line that you will be more and more glad to sell with each added year you handle it—because it pays.

At All Leading Jobbers.

Campbell Agencies

Toronto, Canada

The Crescent Company, Meriden, Conn.

Artistic Bath Room Fixtures

Beautiful Everlasting White Porcelain Enamel

ON SPECIAL IRON

Stronger than China, outwears all Imitation Paint Enamels or Celluloid finishes, at a price within the reach of all.

American Enamel Products Co.

CHICAGO, ILL.

The "All-Way" Machine Oiler No. 6

Saves 50% on Oil Bills

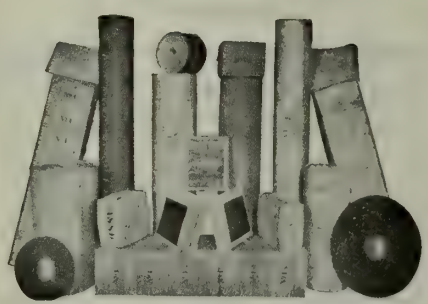
Another of these efficient, much desired oilers that sell so well. Fitted with a flexible steel spout that may be bent to any desired angle. With the All-Way Oilers no oil is wasted as any oil hole can easily be reached without trouble or spilling of oil. A self-cleaning device at the end of the spout is one of the many strong selling points that makes them so popular with merchants.

The tubing is asbestos packed and compressible to permit proper working of the cleaning device.

See also the All-Way Oiler, R. R. Oiler, Funnel and Filler and the Oil Gun.

The All-Way Oiler Mfg. Company

196 King St. West Toronto, Ont.



THE manufacturing plants in your district present an opportunity for sales in these high quality lines.

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

Their well-known reputation for quality is a valuable asset to the dealer selling them. A complete stock on hand, together with an attention-creating display, will attract your local buyers.

May we send you catalogue and prices?

Canadian Sales Representatives:

A. E. Hinds & Company, Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibbs, 3 St. Nicholas St., Montreal, Canada 'Phone Main 2343.
The Triangle Co of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

UNITED STATES SAND PAPER CO. WILLIAMSPORT, PENN

In High Class Lavatories

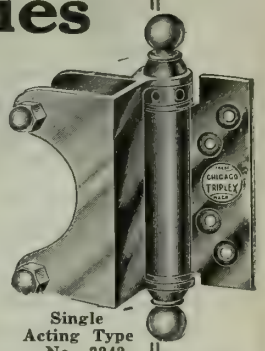
TRADE MARK
CHICAGO SPRING HINGES

TRADE CSB CO MARK

At clubs, hotels, theatres, restaurants, railroad stations, department stores, etc., you'll find Chicago "Triplex" Lavatory Spring Hinges used almost invariably.

A type for every requirement. Each made to meet a definite service. Type No. 2242 can be supplied with reverse action springs, to hold the door open when released.

Chicago Spring Butt Company,
CHICAGO NEW YORK
Send for Catalogue M-36



Single Acting Type No. 2242

LIBERTY WASHER

A Public Necessity

The Liberty Washer with its low price and many points of refinement makes friends everywhere. Display it in your store and see how the women walk up to it and ask about it. You are "passing-up" good money if you are not handling this quick seller.

Lose no time in writing for our Dealers' Proposition. Hardware men and others are reporting excellent success with the Liberty—"get in line."

A. R. LUNDY
257 King St. W. TORONTO

INCOMPARABLE
REGISTERED
TRADE MARK.

The Incomparable Brand of Fishing Tackle

Has been made expressly to the order and requirements of **Canadian** buyers for very many years. The ever-increasing demand proves the satisfaction it has given.

Very soon we expect to exceed our pre-war output, meet all demands and make prompt shipments of:—

Rods, Reels, Lines, Hooks, Flies, Leaders, Baits, Nets, Gaffs, Fly Books and Boxes, Bags and Baskets, etc.

Our representative makes a trip throughout the Dominion annually.

Mail orders and correspondence solicited. Goods sold to the trade only.

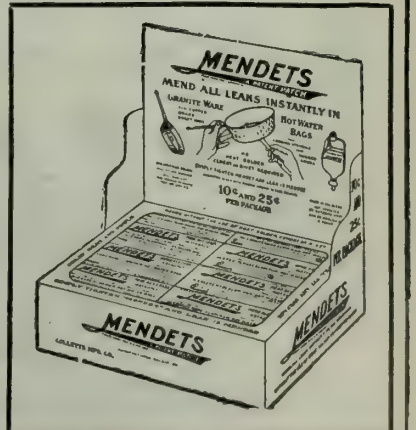
Ludgate, Ryder, Thomas & Co.
Clive Road
Redditch - England

MENDETS
A PATENT PATCH

Mendets are selling wonderfully. Orders pour in as fast as we can fill them. Millions of boxes have been sold. Placed in sight in your window or on your counter, this display case sells them on sight. Mendets occupy little space.

The effective results given by Mendets have created an enormous natural demand. An extensive advertising investment has maintained and stimulated this demand everywhere. The easiest sales you ever made. Write your jobber.

Collette Mfg. Company, Collingwood, Ontario



PINK'S LUMBERING TOOLS

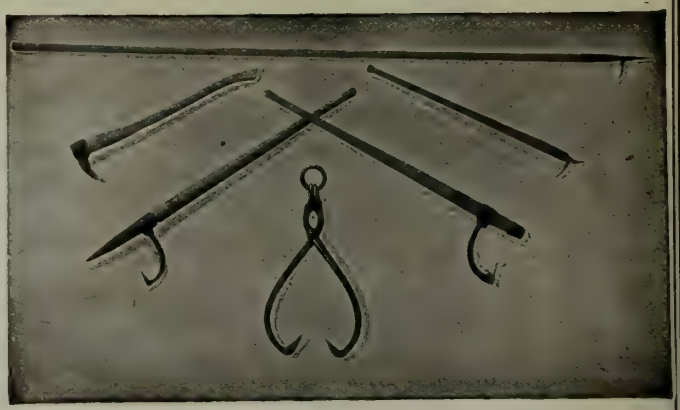
The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**

TRIMO

The four good points that make TRIMO PIPE WRENCHES superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

The Trimo Steel Handle Pipe Wrench is also made in the 6", 8" and 10" size with narrow jaws and fine milled teeth, especially adapted for close work.

Your Jobber can Supply

Trimont Mfg. Company

Roxbury (Boston) Mass., U.S.A.

Increase Your Sales of

INSECTICIDES

by stocking the best

GRASSELLI

Arsenate of Lead
Bordeaux Mixture
Paris Green
} **Paste and Powder**

Absolutely the highest standard and used by the largest fruit growers and horticulturists all over the continent.

Handy Packages ***All Sizes***

The Grasselli Chemical Co. Limited

Hamilton **Toronto** **Montreal**

E. Roy,
65¾ St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

VOL-PEEK

A Fast Seller with Big Profits

15 cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to

N. NAGLE & Co.

BOX 2024, MONTREAL, CANADA
(Owning and operating Vol-Peek Mfg. Co.)

COSTS ONLY ½c FOR EACH MEND

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Limited

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

Customers Want What They Want

If they are file users, they want Famous Five Files.

Because Famous Five Files have stood all tests applied to them by practical users, and have become the standard.

You have only to supply them, therefore, to ensure quick sales and satisfied customers.

These two things spell profit to you.

We keep large reserves to take care of rush orders through jobbers. Order Famous Five Files by name from jobber. They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.

We are in touch with the most noted and remote manufacturers in the trade.

Do not stand and wonder where you can procure any particular line in hardware. That's ours!

We shall assemble all your requirements and dispatch in one consignment.

Let us have your enquiries at once. Delays are dangerous on a rising market.

Address your envelopes B Dept.

White & Colquhoun

Hardware Exporters

45, 47 and 49 Mains St., off Waterloo St., Glasgow

REED'S
ECONOMY ROTARY
ASH SIFTER

Made Better so as to Sell Better

DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

Geo. W. Reed & Co., Limited

37 St. Antoine Street, Montreal

Manufacturers
OF
WIRE

HEADQUARTERS FOR

WIRE BALE TIES

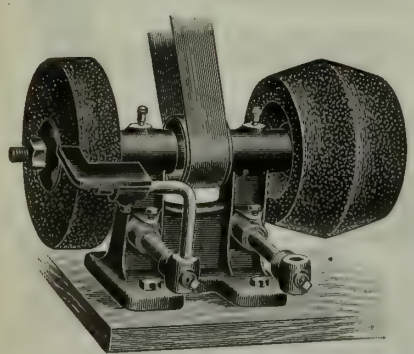
Largest Capacity and Stock in Canada

PROMPT SHIPMENT

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England



BULL DOG

Power Tool Grinders

designed to meet the demand for a small power head grinder. Two vitrified corundum wheels for general use, and tool rests. The ideal wheel for steel grinding.

Bull Dog Grinders cost less and give satisfaction. Get catalogue No. 1. Write your jobber.

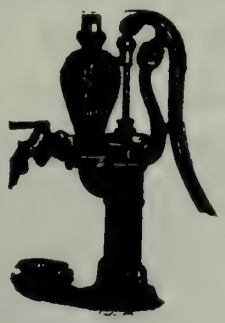
WESTERN HARDWARE MFG., COMPANY, LIMITED

MILWAUKEE, WISCONSIN

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

FINE CARPET

Brooms

Wrapping **Paper**

Twines

Correspondence Solicited

WALTER WOODS & CO.

HAMILTON *and* WINNIPEG

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

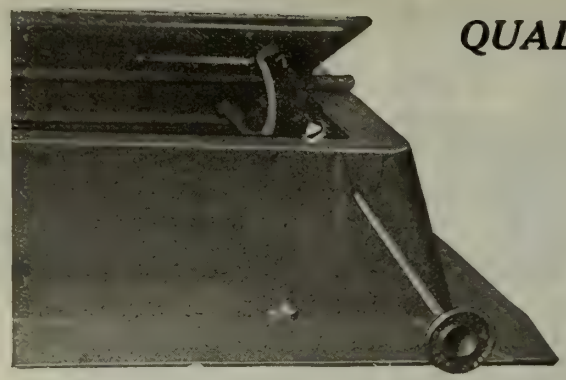
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.



QUALITY *SERVICE*

THE
Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantels, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

CANE'S Clothes Pins

NOT
"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

$5,000,000 In Annual Sales of Hoyt Mixed Metal!

Are You Sharing In This?

Hoyt Metals are in demand because they are insurance to owners of valuable machinery, a source of satisfaction to engineers and splendid business builders for the merchant.

Look over your neighborhood—the factory, the publisher, the printers, the newspapers, tinsmiths and a host of others are your customers.

Make the most of it—write us.

Hoyt Metal Company
Montreal TORONTO Winnipeg

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL
MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright annealed, oiled and annealed.
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.
FENCE STAPLES—WIRE NAILS—WOOD SCREWS
PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

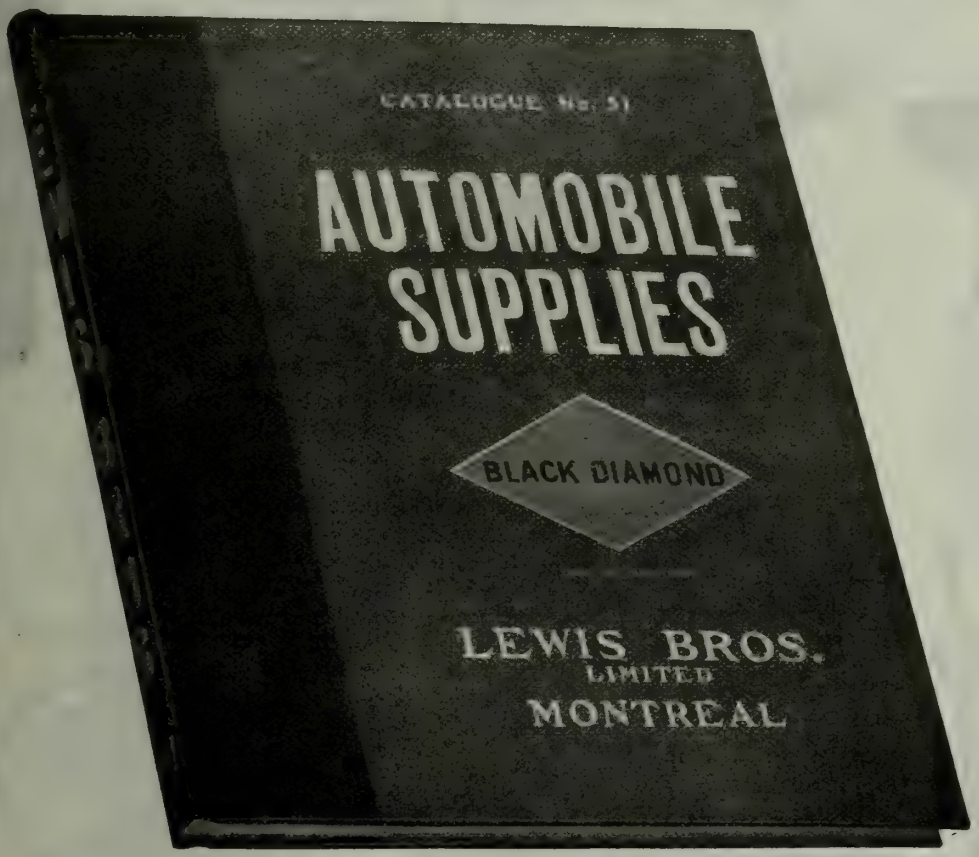
CANADIAN TUBE & IRON CO., Limited, MONTREAL

Automobile Supplies

Mr. Dealer:

Automobile Supplies

Are You Ready for the Big Business?



Send for this Book of

Automobile Supplies

You will find in this Catalogue every article, and every illustration is exactly true to the goods it represents.

This Catalogue was built with the intention of making it of the greatest assistance possible to dealers in making up their Mail Orders.

Our Net Price List of Repair Parts for Ford Cars contains some interesting prices. Write for it.

TEST OUR SERVICE

We ship mail orders promptly and charge you reasonable prices.

To our many friends: "We do not sell at retail; do not ask us to do so; we must refuse."

LEWIS BROS., LIMITED, MONTREAL

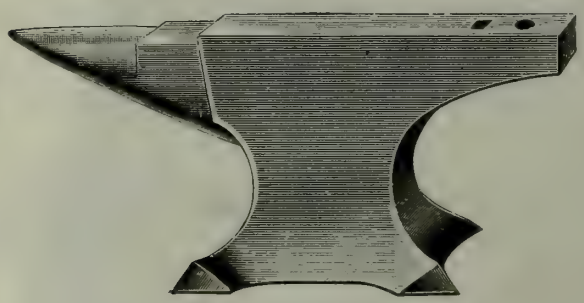
Automobile Supplies

EVERYTHING IN HARDWARE

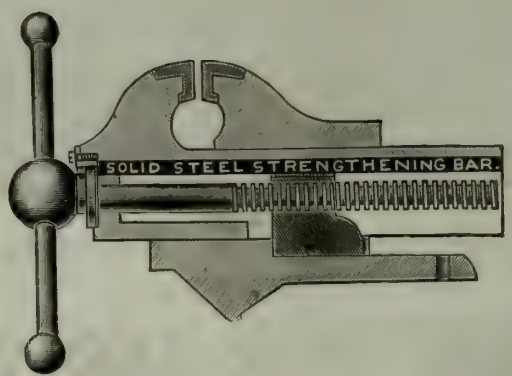
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES, SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

Automobile Supplies

BLACKSMITHS' SUPPLIES



PARKERS BENCH VISES



The Best Flux known for Welding

IRON to IRON

Cherry Heat Welding

TRADE MARK

REGISTERED AUG 22 1905

COMPOUND

STEEL to STEEL

And MALLEABLE Iron to Steel.

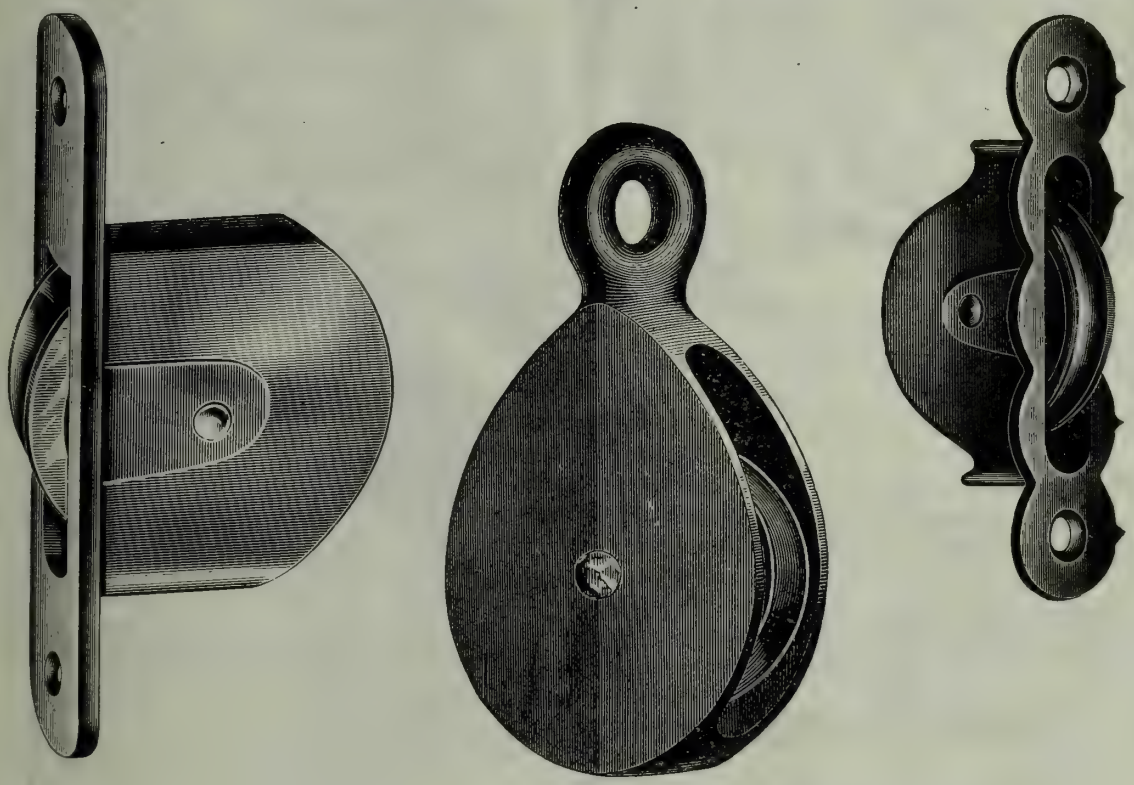
BAR IRON AND STEEL

CAVERHILL, LEARMONT & CO.

MONTREAL

CANADA
FOUNDRIES & FORGINGS
LIMITED

Your Pull on the Trade of Spring 1920



Will Depend on Your Stock

See Your Jobber

JAMES SMART PLANT
BROCKVILLE CANADA

HAVE you ever considered what a fine, profitable side-line there is in gloves? A display case of Carhartt's Gloves would not only add to the attractions of your store, but it would suggest the buying of gloves at the very time when the customer is ordering tools and other working appliances for which gloves are required. And what a chance there is here for the "silent salesman" to add another item to the sales slip. Said a salesman:

"In one store when I got the initial order I was informed that they (Carhartt Gloves) had repeated twice despite the fact that the glove season had been very backward."

Carhartt Gloves pay a good profit. They sell well because they have a good appearance. They bring repeat business because they are made well—they are strongly reinforced where the wear comes. Order a sample dozen or two and begin right away to build up a money-paying glove section.

207M — Full split one-finger mitts, knitted wrist, per dozen..... $12.00

308M—One-finger combination mitten, horse-hide palm, sheep back and leather cuff, per dozen $16.00

Hamilton Carhartt Cotton Mills, Limited
Toronto Montreal Winnipeg Vancouver
Manufacturers of Carhartt Overalls
Alloverals and Work Gloves

CARHARTT GLOVES

The Garland

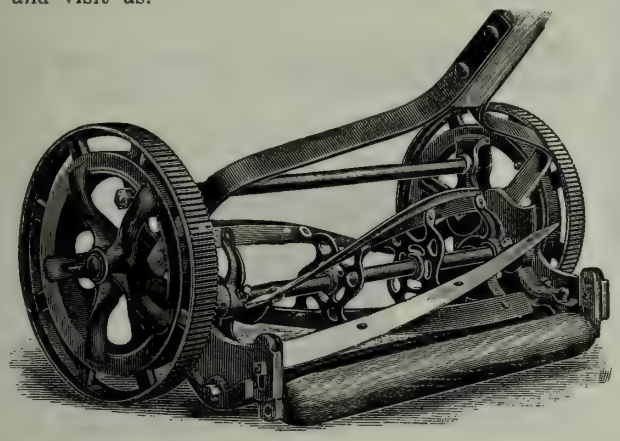
Ball Bearing

Open Driving Wheels, 10 inches in diameter. Four-blade Cutting Reel, 6 inches in diameter. Highest grade ball bearings, accurately made, thoroughly hardened. All adjusting screws are in plain sight. Micrometer tested, polished balls, protected by dust-proof cap.

Machine screw adjustment of cutter bar. Made in three sizes: 14, 16 and 18.

Don't Forget Booth No. 36
Hamilton Convention

We'll be there with a welcome for every hardwareman and we want to see them, every one. Be sure to come and visit us.



One of a Wonderful Selling Line

These efficient mowers—there are five of them—sell well because of their advantages in construction, design and workmanship. They give satisfactory service and please your customers because of superior technical points—too many to mention more than a few; clean, gray iron castings from our own foundry accurately machined by automatic machinery—parts interchangeable; wheels with a raised rim to protect gears from dirt and grit; knives that are ground scientifically, the revolving blades ground to a perfect cylinder; special pinion and exceptional bearings—both ball and brass bushed adjustable plain bearings. A solid steel tree guard is a special feature.

Ask for catalog of our mowers, sprayers, wheelbarrows, cultivators and other lines.

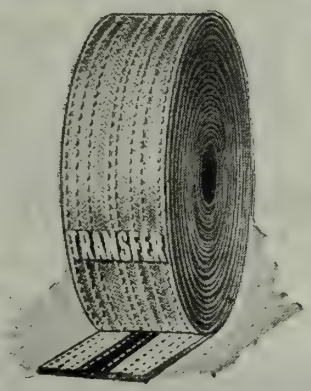
The Eureka Planter Co.

Limited

Woodstock, Ontario

A "Double-Woven" Belting

"Transfer" Power Belting



What "Double-Woven" Means

An ingenious method of weaving by which each thickness consists of two plys so interwoven that "creeping" and "crawling" is impossible. It "hugs" perfectly and performs wonderfully in transmitting power with heavy or shifting loads.

A special process renders it proof against all weather conditions. Made in widths from 1 to 48 inches, and 2 to 10-ply.

Fully guaranteed by the manufacturer.

Sole Selling Agents

Campbell Agencies

McKinnon Bldg. Toronto, Ont.

Preliminary Announcement

Baines & David, Limited

Iron and Steel Merchants

announce that they are carrying on, without interruption, in the same premises formerly occupied by Baines & Peckover, 98-116 Esplanade Street East, and warehouses at Eastern Harbor Terminals.

Note new telephone number, Adelaide 6540. Private exchange lines.

BAINES & DAVID

LIMITED

98-116 Esplanade E., Toronto, Ont.

Barrett Roofing Specialties

Make Permanent Customers

Everlastic "Rubber" Roofing

The more-than-a-million-rolls-a-year sale of this roofing throughout the world proves its merit. Tough, elastic, pliable, and very durable, it sells at a moderate price and is roofing you can heartily recommend, for it always makes good.

Of high-grade waterproofing materials, it comes in 1, 2 and 3-ply weight. Each roll will cover 100 square feet. With nails and cement for laps, the approximate weight is: Light (1-ply), 35 lbs.; Medium (2-ply), 45 lbs.; Heavy (3-ply), 55 lbs. per roll.

Everlastic roofs are reasonable in cost, very durable, simple and convenient to lay. Their wonderful selling record is because of their appeal to the customer as efficient roofing at moderate price.

Made by an organization with many years successful experience.

EVERLASTIC ROOFING CEMENT
has no equal for the resurfacing of worn out roofs.

EVERLASTIC ROOFING CEMENT is a black bituminous compound manufactured expressly for use on roofs. It is about the consistency of thick molasses and is liquid under ordinary temperature conditions.

Barrett Everlastic Roofings

The Barrett Company
LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER
ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.

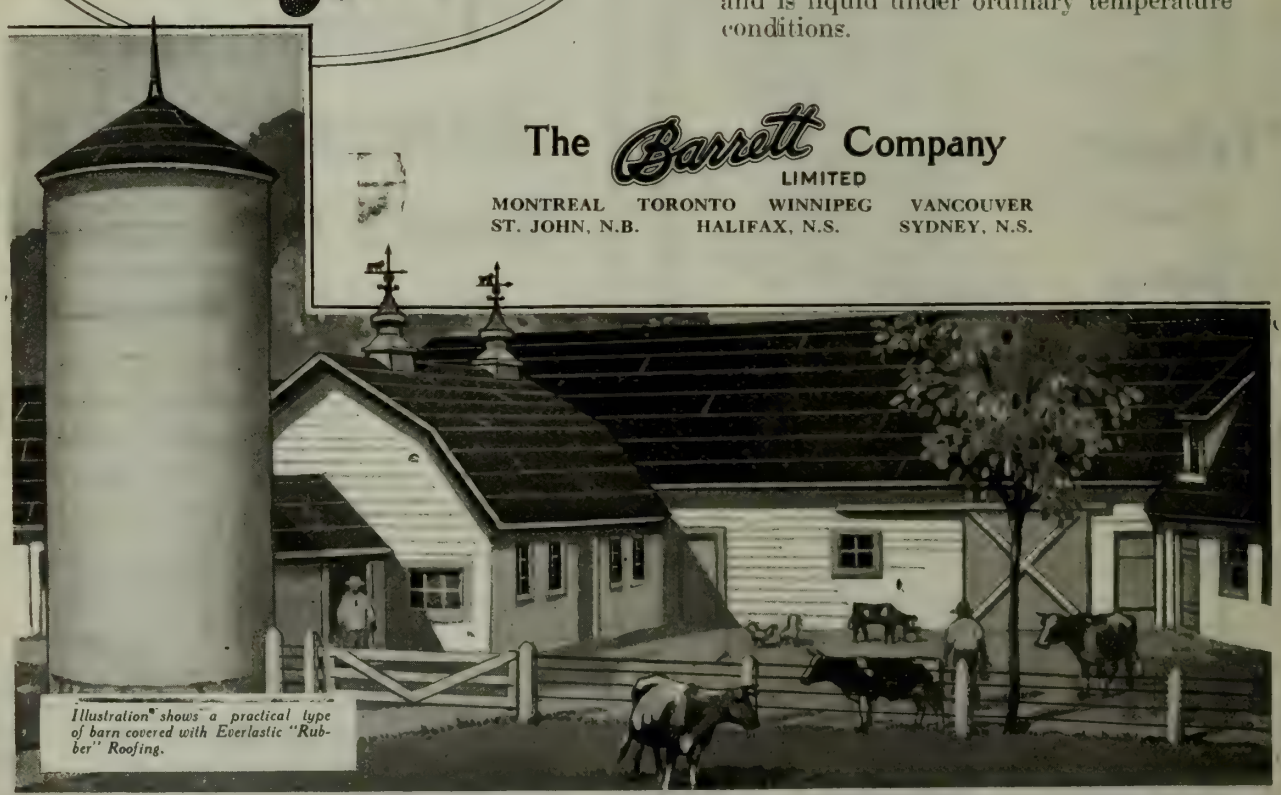


Illustration shows a practical type of barn covered with Everlastic "Rubber" Roofing.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Arrowhead Saws

Vanadium Steel

The Standard of Canada

"Arrowheads" are good sellers that make satisfied customers and bring repeat business because they are made right. Made right in temper, balance, hang and properly set.

Put one in the hands of a mechanic. Watch your customer register recognition, satisfaction, appreciation, desire and purchase.

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Limited
St. Catharines, Ontario

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MADE IN CANADA

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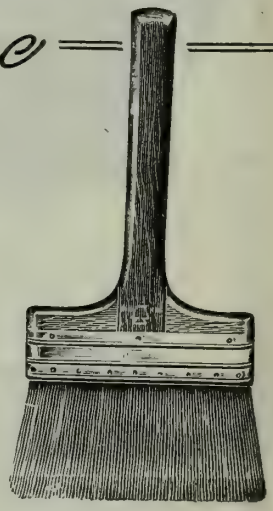
Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Keystone

KALSOMINE BRUSHES



There's a good demand each Spring for Kalsomine and Whitewash Brushes. Are you familiar with the Keystone line?

Popular Priced Brushes Prompt Delivery

We are turning these out very rapidly, because they are machine made Kalsomine Brushes to sell at popular prices.

We are able to promise prompt delivery on these brushes.

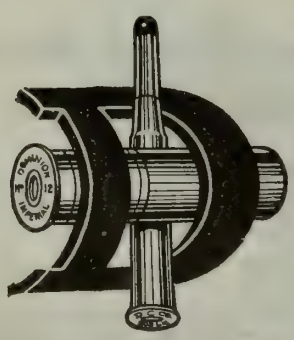
STEVENS-HEPNER CO., LIMITED
Port Elgin, Ontario

"Dependable and Accurate"

—it is dependability and accuracy that have built Dominion Ammunition sales for the dealer. From the beginning Dominion Ammunition has been subjected to inspection and tests that have brought it up to the highest of ammunition standards.

Dominion Ammunition

Above are shown two of the many processes that insure the dependability and accuracy of Dominion Ammunition —the individual inspection and the final machine test as to size.



is recognized by your customers because of its two cardinal points—**dependability and accuracy**—and they insist on having the ammunition that possesses them. Impress on them that the nimble fingers and quick eyes of scores of inspectors detect the slightest visible imperfection in Dominion Cartridges or Shotgun Shells. Intricate machinery tests the quality and quantity of loads and measures to a hair the calibre and size—all a part of the Dominion Service to guarantee ammunition that is "dependable and accurate."

Build your sales of Dominion Ammunition on this and benefit by the profit you make on these sales.

Order from your jobber to-day.

Dominion Cartridge Co., Ltd.

Montreal, Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, FEBRUARY 7, 1920 No. 6

CONTENTS

Board Says Order Must Be Obeyed 43
Hardware Merchants of St. John Hold Annual Banquet 44
Demand For Accessories Grows Steadily 45
Functions of a Board of Commerce 46-47
All is Ready For the Hamilton Convention 48-49
Editorial Comment 50-51
Events in the Trade 52-55
The Clerks' Department 56-57
New Hardware Goods 58
The Markets at a Glance 59
Weekly Hardware Markets 59-69
Weekly Paint and Varnish Department 70-78
Driving Home the Value of Paint 70
The Brush Department 72
Weekly Paint Markets 76-78

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MAKE GOOD STOVES AND COOKING UTENSILS

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXI. TORONTO, FEBRUARY 7, 1920 No. 6

Board Says Order Must Be Obeyed

Many Firms Do Not Even Know That Order Has Been Issued, But Statement From Ottawa Indicates That Non-Compliance Will Constitute a Breach of the Act—Ontario Representative of the Board Unable to Give Information

COMMISSIONERS O'CONNOR and Murdock of the Board of Commerce have issued a statement from Ottawa emphasizing the importance of hardware merchants complying with the order as published in HARDWARE AND METAL three weeks ago regarding prices of building materials.

The Commissioners lay stress upon the fact that the order has now the same effect as if it formed part of the Board of Commerce Act, and that non-compliance with the order will, therefore, constitute a breach of the Act.

WHAT THEY WANT

The object of the order, the Commissioners say in their statement, is to secure sufficient information preliminary "to enable the Board to intelligently proceed with further and more extensive enquiries," it being charged by Parliament with the obligation of making such enquiries. Its enquiries do not imply guilt on the part of any person, but its orders must be strictly obeyed.

TO GE AT PROFITS

Full and fair disclosure of the information asked for should be made, says the statement, and if profits made are fair, it will be the Board's duty to say so. If unfair, "it must perform its duty in another way."

Inquiries by HARDWARE AND METAL indicate that many hardware merchants are still very much in the dark regarding just what is required of them by the Board's order.

The hardware merchants are not the only ones who need illumination on the matter. Major Duncan, the Ontario representative of the Board of Commerce, was asked by HARDWARE AND METAL for some definite information which might be passed along for the guidance of the men in the trade.

"Have you read the order?" he asked, and when informed that the writer had read it carefully, thought its meaning was obvious.

DID NOT KNOW

It was pointed out to him that many hardware merchants sell electrical fixtures and electrical equipment of various kinds, and that they also sell heating equipment. Asked if returns were expected on these lines, he said he did not know, and made a note of them.

It was also pointed out to him that nearly every hardware merchant sells paints and varnishes, and he was asked if returns would be required on these. Again he did not know, and made another note.

HOW WILL THEY KNOW?

When told that many of the hardware merchants did not know that the order had even been issued, let alone its requirements, he took the attitude that it was their business to know. The order had been published in the *Canada Gazette* and in many of the daily papers.

It was pointed out to him that only a very, very small fraction of the people in Canada ever see the *Canada Gazette,* and that thousands of them never see a daily paper.

Major Duncan admitted that the *Canada Gazette* was probably not very widely circulated, and said that something would be done to give more publicity to the order.

DID NOT EXPLAIN

He did not explain or make any attempt to explain how the Board of Commerce hopes to get returns from the hardware merchants, when its own representative does not know what is required.

In the meantime the hardware merchants in many cases are endeavoring to find out just what is wanted. Some of them have written to Ottawa. Others have discussed the situation among themselves in an effort to arrive at what will be done. Others are still unaware of the existence of the order.

"We are going to make returns as best we can," said one merchant; "if they are not what is required it will be up to the Board to advise us just what they want, and then we will try and give them the information."

WILL FIND NOTHING

The opinion seems to be general among the hardware merchants that the Board of Commerce will find that profits made by hardware merchants on building materials are very small—in many cases not even what might be called a fair profit.

Hardware Merchants of St. John, N.B., Enjoy Annual Banquet

First Gathering Held Since the War Was a Great Success—Strong Civic Improvement Note Sounded in Addresses

ST. JOHN, N.B.—The first banquet of the Hardware Men's Association of St. John held since the beginning of the war took place here on Tuesday night, and proved an event of interest and enjoyment. It was largely attended. A strong civic note was included in the addresses for things tending towards the advancement of the city and the better welfare of its people.

A. M. Rowan, the president, was in the chair, and, after an excellent dinner served in the best style of the Union Club, the following toast list was carried out: "The King," honored in music; "Our Association," proposed by S. E. Fisher and responded to by the chairman; "The City of St. John," proposed by J. G. Harrison and responded to by His Worship Mayor Hayes; "The Board of Trade," proposed by A. M. Rowan and responded to by R. E. Armstrong, secretary of the board; "The Iron and Hardware Manufacturers," proposed by M. E. Agar and replied to by J. A. McAvity and G. M. Johnston; and "Our Guests," proposed by S. E. Fisher and replied to by R. P. Dickson.

See Good Business

The speeches were most encouraging with respect to conditions of business for the ensuing year. With the return to peace conditions, the situation in the matter of production should improve; but it was said to be a very difficult matter to get men to work in factories at the best wages which could be offered, when stevedores along the water front were receiving such high returns for their labor. The work along shore was enticing a certain number of men. Transportation difficulties were alluded to, and it was felt that a greater effort should be made to have them improved. The feeling was that this year would see an improvement in this regard, and all present looked to see the year 1920 a particularly successful one with all concerned.

A Hearty Welcome

A hearty welcome was extended to several of the members present who had been overseas for varying lengths of time, and the reception tendered them was symbolic of the gladness of their associates upon their safe return.

The guests present included the Mayor of the city, R. T. Hayes; A. C. Skelton, G. H. Shaw, C. B. Allan, S. C. Matthews, R. E. Armstrong, D. A. Fox, G. W. Campbell, R. P. Dickson, Ralph Robertson and W. P. Downing. The members of the association about the tables were H. P. Jenkins, G. W. Morrell, S. E. Fisher, J. G. Harrison, J. J. Tilton, F. A. Watson, J. A. McAvity, P. D. McAvity, S. C. Hoyt, W. C. Stratton, R. R. Cummings, H. A. Marvin, M. E. Agar, E. A. Agar, Ernest Harrington, R. Bartsch, W. Campbell, Frederick Cromwell, K. N. Forbes, F. A. Foster, W. H. Emerson, H. D. Sullivan, G. B. Rivers, G. W. Johnston, E. J. Terry, W. O. Bagnell, G. Keefe, W. E. Baxter, W. F. Knoll, J. B. Splane and G. W. Noble. The evening was considerably brightened by musical and vocal numbers.

Prices of Lubricating Oils Are Likely to be Advanced

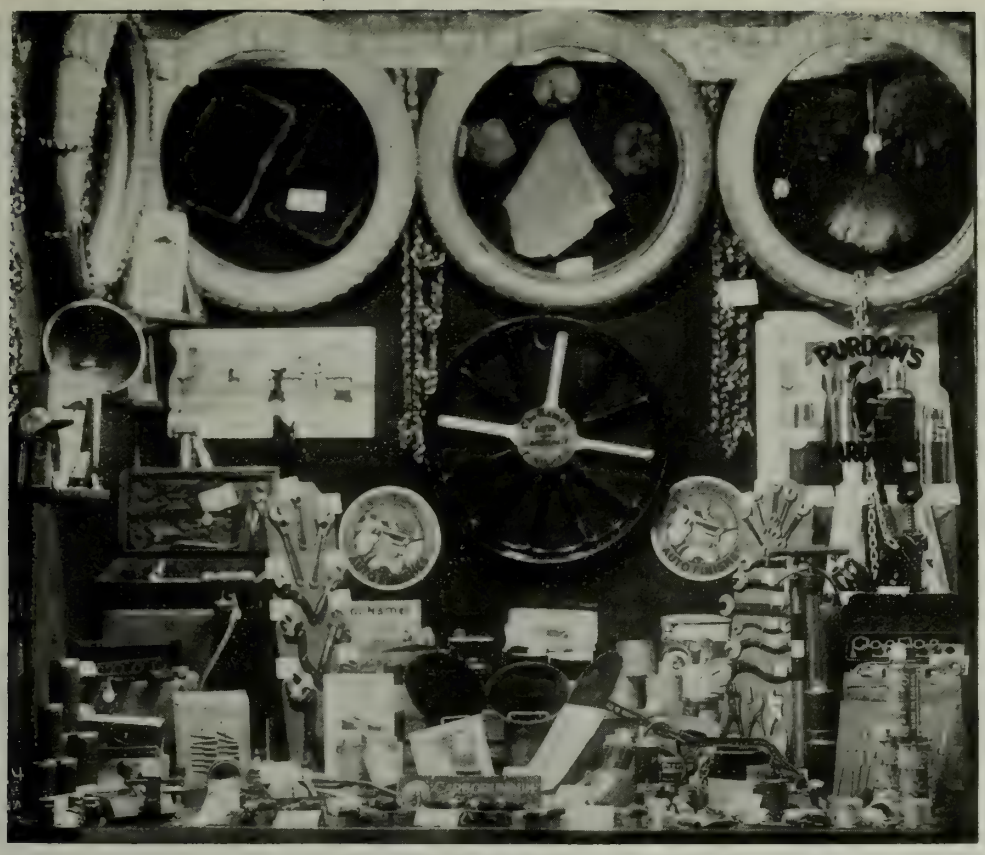
PETROLEUM products in the primary market are generally inclined to tightness of supply. Prices tend strongly upward. This condition is particularly true of the mineral lubricants, some of which, such as the cylinder oils and red oils, are practically unquotable, except over a long range. All grades of cylinder oils are scarce, and the continual advances make it difficult to define the exact market position of any of them. The scarcity of crude oil and the high prices asked for the same are given as reasons for the lubricants situation, and there is no doubt but that transportation difficulties are not improving matters. Kerosene and gasoline for export (New York) and general consumption are firm and steady.

A press dispatch from Mexico City states that the Petroleum Bureau of the Mexican Department of Industry, Commerce and Labor has issued two permits to the Union Oil Co. to drill wells in Chinampa County, Vera Cruz. These are the first provisional permits issued under the recent Carranza decree, and will remain in effect until permanent legislation is enacted.

Iron Pipe Prices May Advance Soon

Montreal. — HARDWARE AND METAL understands that the present undertone of the pipe market is such as to suggest an almost immediate advance for gas and water pipe. An advance has been made this week for one line of unions and the continued strike of the market on old scrap suggests that new material will rule at high figures. It will not be surprising if another advance becomes effective in the immediate future. The undertone is decidedly strong and with a heavier buying season just ahead it will be interesting to watch the turns of this market.

These Chaps Are Going to the Big Annual Convention of the Ontario Retail Hardware Association in Hamilton on February 17, 18, 19, 20



Window displays of auto accessories always pull business. An attractive display of goods such as is shown in the illustration carries real interest to every car owner, and car owners' trade is always worth going after.

Demand for Accessories Grows Steadily

Whole Tendency on the Part of the Public is to Buy Devices That Will Make for Comfort, Easier Handling of the Car or for Improvement—Splendid Opportunities for the Hardware Merchant

ONE of the outstanding features of the large automobile shows held recently in New York and Montreal, from the hardware merchant's standpoint was the increased opportunities in the new cars for the sale of accessories.

Manufacturers are building more and more of what might be called the luxurious type of car. This is in response to the popular demand for cars that are more comfortable and more easily handled. This means more equipment and more devices that will relieve work here or make for comfort there.

Usually they are little things but they all mean chances for more sales, and there is no question at all about the demand for them.

MANY CLOSED CARS

All that is necessary is to show the car owner and the prospective car owner how he can get better results, more comfort or overcome some of his troubles, and he will buy.

The average car owner is not usually a man to haggle over prices. If he sees something that he knows is going to give him service, or make his car better, more comfortable, or more easily operated, it is generally only a question of "How Much?" and the sale is made.

A SPLENDID FUTURE

The cars at the recent shows were priced all the way from $1,000 to $16,000, and record sales for the coming season are reported by the manufacturers. When it is remembered that they are turning out 9,000 cars every working day, and are still unable to keep pace with their orders, some slight idea of the demand for auto accessories may be gained.

Every car which is sold and every car which is in operation must have accessories and supplies, and the owners are also prospective buyers for everything else which the hardware merchant has in his store. Hardware merchants in all parts of the country are finding their auto accessory departments not only splendid profit-producers, and steadily growing, but indirectly the means of bringing other business in various departments.

The Functions of a Board of Commerce

An Address Delivered Before the Members of the Dominion Board of the Retail Merchants' Association of Canada, at a Special Meeting in Ottawa, by E. M. Trowern, Secretary

WITH the advance of civilization a great many men recognized that much more could be accomplished for the improvement of trade conditions by consultation with one another, than could be accomplished by destructive and unfair competition. This desire produced the formation of craft guilds and a host of trade associations of various kinds. As these organizations grew in power and influence and improved their trade conditions, these conditions became conspicuous and stood out in open contrast with the conditions which prevailed under unorganized effort. Those who were not organized and those who suspected that these various guilds and trade organizations were formed for the purpose of overcharging and increasing prices to the public, but who had no means of knowing whether their suspicions were true or not, raised a public clamor, and this public clamor reached the ears of the politicians, and, with their usual astuteness to try and do something to catch the popular vote, the Conservative Party, on February 26th, in the year eighteen hundred and eighty-nine (1889), introduced an amendment to the Criminal Code, under the guidance of Mr. Clark Wallace, M.P., known as Section 498 of the Dominion Statutes, entitled: "Legislation to prevent Combines in Restraint of Trade."

The Object of the Measure

The object of this measure was to attempt to stop the operation of the various organizations, whether their purposes were good or bad. No tribunal was provided whereby an investigation could be made by those competent to know what the effect would be upon the general public of the various decisions that were arrived at by any commercial body, but the clauses in the Act were narrow, dangerous, meddlesome and unreasonable, and, like all other artificial attempts to interfere with the natural and God-ordained laws of trade, this legislation proved to be of no value to the public, but only a good source of revenue for the legal profession. Briefly, this legislation threatened all persons who were engaged in commerce who met together for the purpose of mutual protection with a summons to appear at the Police Court, and it gave every Police Magistrate in Canada power to charge them with violating the Act.

Laboring Classes Exempt

This dangerous piece of legislation, however, did not apply to the laboring classes, who were clever enough to see its real purpose, and they had a clause inserted as follows:—

> "Nothing in this section shall be constructed to apply to combinations of workmen or employees for their own reasonable protection as such workmen or employees."

The placing of this clause in the Act immediately created class legislation—the very thing that we are all endeavoring to be freed from—and the very fact that the above clause was inserted proved that the legislation was purely camouflage.

After reciting our views concerning this Act, it might very properly be asked by some retail merchants, what was our association doing in the matter to allow such legislation to pass? The answer is that all this occurred over thirty years ago, before the Retail Merchants' Association of Canada came into existence. It was legislation of this sort that proved the need of an association and hastened its formation, and although the association had not been formed at that time your secretary has a distinct recollection of appearing, as a retail merchant, before a special committee of the House of Commons, with a number of public-spirited Canadian citizens, among whom was that old highly-respected war horse who has helped to fight many commercial battles in his day, and who, I am pleased to say, is still active and at his post, Mr. Hugh Blain of Toronto, and after some strenuous arguments we succeeded in having several clauses inserted in the Act which removed, to a small extent, some of its dangerous features.

Meddlesome Piece of Legislation

During the entire thirty-one years that this legislation has been on the Statute Books, very few cases have ever been brought to court, and the principal ones have cost those who defended their action thousands of dollars, and the public to-day is in a worse position than it was before this meddlesome piece of legislation was enacted, and legitimate organization work among all commercial classes has been hampered, and trusts and monopolies abound greater than ever.

Through a counter agitation, which had been continuously made by various commercial classes, and particularly by our association, from the time that the afore-mentioned legislation was enacted, the politicians, true to their instincts, again placed their ear to the ground and heard the rumblings of discontent, and on May 10th, 1910, the Liberal Party placed an Act upon the Statute Books, through the Hon. Mackenzie King, which was known as "An Act to provide for the Investigation of Combines, Monopolies, Trusts and Mergers."

When this Act was introduced it also contained some clauses that would have seriously interfered with the operations of the retail trade, but fortunately our association had come into existence, and upon the presentation of our case we were accorded a respectful hearing and our recommendations were incorporated into the Act and it became law. We fully anticipated, however, that upon its passage the old Combines Act would be abolished, but in this we were mistaken, as we were again told that the "General public might become alarmed and the 'opposition' would strongly oppose its removal, and they would make political capital out of it," so the commercial classes of Canada had to content themselves with knowing that two pieces of legislation had been placed upon the Statute Books, both having the same object in view, but both of them diametrically opposed to each other.

Under the last mentioned legislation, although it contained some useful clauses, only one or two cases had come before the courts, although it was open for anyone so disposed to take advantage of the legislation. The difficulty was that while the Act was a reasonable and fair one, and quite an improvement on the former Act, no permanent machinery was provided to carry it out.

Commercial Conditions Disturbed

The chief fact, therefore, remains that both political parties considered that some legislation was necessary to control combines, monopolies, trusts and mergers, and they both provided legislation for that purpose, but both attempts proved of no value in providing a remedy—they only complicated and disturbed commercial conditions.

As soon, however, as the war broke out we were faced with new and extraordinary conditions, and we all willingly consented to all sorts of restrictions and curtailment of our personal liberty in order to free ourselves once and for all from the reign of the Prussian autocrat. In our eagerness and our desire to accomplish our purpose we were subjected, as it is well known, to some of the most unfair and uncalled for "Orders-in-Council," all having in view the fact that the retail merchant class instead of being the chief factors who were engaged in doing everything in their power to "keep the home fires burning," and notwithstanding that the official records show that from among our sons, clerks and drivers, etc., we represented the largest single class who took up arms—that we were out to deliberately take advantage of these brave and noble-hearted women who were not only suffering the mental and physical strain of having to take care of their little families without the advice and support of those brave men who were fighting for our liberty, but, in addition, we were the class who had to be especially legislated against.

Refused To Be Discriminated Against

These conditions existed until such time as we could no longer bear the accusations and annoyances, and by our strong condemnation of those Orders-in-Council, and our refusal to be improperly discriminated against, we succeeded in having the Orders that affected us the most severely annulled, and those who were appointed to operate them removed. While we were thus defending ourselves and endeavoring to preserve our place in the economic distribution of retail merchandising—some few classes in the community, together with those of the public press who were not familiar with our position, and who desired sensational matter to sell their publications—notwithstanding the fact that they require our advertising to enable them to live—were stating that we wished to avoid public investigation, and we, therefore, determined that we would ask the Dominion Government to appoint a special committee of the members of the House to make a full report on our position, as well as on the cost of living generally.

The committee was appointed and an exhaustive investigation took place, and I am pleased to say that the findings of the committee in no way showed that the retail merchants of Canada were guilty of taking undue profits or conducting their affairs in an improper manner.

Cost-of-Living Committee

For a great many years our association has been advocating the appointment of an Inland Trade Commission, consisting of capable business men who had practical experience in commercial affairs, and so we appeared before the special Committee of the House of Commons and urged again the appointment of such a commission. On page 723 of the Cost of Living Report, which sets forth the evidence which was presented asking for the appointment of such a commission, we stated among other things:—

> "We would suggest that the Board be comprised of five members: one manufacturer, one wholesaler, two retailers and a commercial solicitor."

The special Committee reported favorably and recommended that a commission be appointed, consisting of three members to commence with, and additional members to be appointed as occasion required. Legislation was introduced and very careful consideration was given to it as it passed through the various stages of the House of Commons and the Senate.

The manner in which the Bill was drafted gave us considerable concern as we saw great danger ahead for us if those appointed to administer the Act were unfamiliar with

practical, commercial transactions. We felt, however, that the Government would, in their own interests, see that properly qualified men were appointed on the Board or great discredit would be cast upon them, as well as upon the Act itself. It might be mentioned here that upon the passage of this Act, the Act which was placed upon the Statute Books by the Liberal Government, and which has been previously referred to, was repealed, and the Act placed upon the Statute Books by the Conservative Government still remains.

Wanted a Proper Trade Court

It must be remembered also that the reason for the passage of the Board of Commerce Act as understood by a great many members of the House of Commons and the Senate, as well as by the general public, was of an entirely different character to what we understood it, as members of our association. The public and others regarded the Act as a measure that would reduce the cost of living and prevent combines and mergers. The members of our association regarded it as a measure that would establish a proper court or tribunal for the adjudicating of all trade matters, similar to the manner in which the Railway Board deals with all matters concerning railways.

In the presentation of our case before the special Committee of the House on the Cost of Living when we were urging for the passage of the Act, the following statements appear in the printed report:—

> "We suggest that the proposed Inland Trade Commission should consist of competent, commercial persons, who shall be men of knowledge, experience in trade, manufacturing, wholesale and retail. We would suggest that all trade agreements made between any persons, firms, corporations or association engaged in the same or other lines of trade throughout Canada, in which the arranging of prices is concerned, should be submitted, with full reasons therefor, to the said commission for their examination and approval, and any persons, firms, or corporations who entered into such agreements without submitting them and having the approval of the Inland Trade Commission would render themselves liable to prosecution.
>
> "The formation of this commission would enable any person or persons to have commercial practices and complaints investigated, and practices which are found to be injurious to the trade, or contrary to public interest could also be investigated and decisions rendered thereon, similar to the decisions that are arrived at by the Dominion Railway Commission."

As soon as the Act became law, we immediately urged upon the members of the Government the necessity of appointing capable persons on the Board who had a complete knowledge of the retail trade. For some reason best known to the Government the three persons who were appointed, and who now constitute the Board, have had no practical knowledge of the manufacturing, wholesale or the retail trade, and although the laboring interests enjoy special privileges and are exempt from the operations of the Act, they pressed for representation on the Board and they were favored by having one of their class appointed, while the requests of the retail merchants were utterly ignored.

Endeavoring to Fix Profits

Administration of the Act up to the present time has proven that our fears were well grounded, and instead of the Act becoming a measure of strength to all the commercial interests, and something which the public would regard as a business men's court, they now see the harrowing spectacle of a group of three men, who are unfamiliar with the underlying principles of trade, endeavoring to fix the profits under which retail merchants should operate, and everything that they have so far endeavored to investigate has increased in price instead of decreasing, as those who are unfamiliar with the laws of supply and demand expected.

This brief outline of our position leads us to the following considerations:—

1. Should the Act be abolished entirely, or,
2. Should the manner under which it it is being operated be changed?

The reasons which we put forth as an association for the establishment of such a Board is, in our opinion, just as necessary as it was when the legislation was passed which created it. The chief thing that we require to do is to see that it is properly administered.

No Court Like It in the World

It is always a very unwise proceeding to attempt to criticize any action of any person or persons unless we have an amendment to put in its place, and we would, therefore, suggest that instead of the Board of Commerce attempting to meddle with the peculiar details of the various sections of trade, and acting in a manner unheard of by any properly qualified court in the world—that is, by the court laying a charge against an individual or a group of individuals, and after so doing they proceed to sit in judgment on the said supposed transgressor or transgressors whom they have charged, and then try a case that they themselves have been the means of accusing before the evidence has been heard. These proceedings are so unfamiliar to the Canadian public, and to the principles of all free men, such as retail merchants, and so contra to what we all understand and know to be British fair play, and which we all admire so profoundly, that it is a wonder it has been allowed to continue even so long as it has without being overthrown, which it seems is now about to take place.

Our answer to the two questions should, therefore, be, to the first question—Should the Act be abolished entirely? No. And to the second question—Should the manner under which it is being operated be changed? Yes. And, in order to present our views as to how we think the Act should be administered, we would suggest the following:—

1. The Board of Commerce should meet properly appointed committees from—
   The Canadian Manufacturers' Association,
   The Wholesale Merchants' Association,
   and
   The Retail Merchants' Association of Canada,
   and other organized, commercial industries, and secure proposals from them as to how the trades in which they are interested could be improved by proper regulation.
2. That instead of the court endeavoring to dictate to the commercial classes as to how they should conduct their affairs they should become a real court and decide on the evidence that is laid before them on any commercial matter, and in this manner their judgments will be respected.
3. That all agreements that are made, either by a group of manufacturers among themselves, or between the wholesale trade and the manufacturers, or between the manufacturers, the wholesalers and the retailers, should be laid before the Board of Commerce, and the parties thereof should appear, if necessary, and give the reasons why said agreements are made.
4. That all price contract agreements regarding trade-marked goods should be laid before the Board for final ratification.
5. That charges could be made to the Board by any person who was subject to unfair and unethical methods of trading, and the same could be investigated and a remedy enforced.
6. Persons should be dealt with who are engaged in unfair commercial practices whose methods are contrary to the public interest.
7. That if it was found that the operations of any commercial legislation that is now on the statute books is operating unfairly and not producing the results aimed at, that the effects of said legislation should be laid before the Board and if the Board decided that the complaint so laid justified a change in the Act they could make a recommendation to the Government.
8. The Board should strictly avoid interfering with the regular and natural channels of trade, and devote their time to seeing that the said proper channels of trade are not interfered with.
9. That they should investigate the reason for the increase of any commodity, commencing with the producer or manufacturer, and encourage the manufacturers to assist the Board.
10. That all classes of the community buying or selling merchandise should come under its operations.

Continued on page 78

The window shown above was dressed by the Martineau Hardware Company, Limited, of Quebec, in connection with the window contest recently arranged by the Committee of Winter Sport in that city. It represents the slide on Dufferin Terrace, with the Chateau Frontenac and Citadel in the background. The small toboggans are fixed to a tape which was kept in motion by a small motor. The Chateau was lighted and the general effect was a striking window which created a lot of attention and brought in business.

The illustration shows a section of the downtown district in Hamilton, Ont. The city is famous for its wide streets and many beautiful residences.

All is Ready for Hamilton Convention

Make Your Plans to Attend and Hear Matters Discussed That Will Help You to Carry On Better—Special Series of Lectures on Practical Business Subjects

EVERYTHING is in readiness for the annual meeting of the Ontario Retail Hardware Association, at Hamilton, Ont., on February 17, 18, 19 and 20. Those in charge of the program are confident that, so far as that end is concerned, nothing will be lacking to make the sessions up to the high standard set at former meetings. That means that no hardware merchant can afford to miss them. A glance at the program, as it appears on the opposite page, will show the wide list of matters to be gone into, and the keen interest they are to the men in the trade.

Has Wide Knowledge

A feature of special interest will be the series of addresses on practical business subjects, by H. L. Rohde, of Cleveland. Mr. Rohde is not only a lecturer, but a business man, an author on business subjects, and a sales extension expert. His work has brought him into touch with all sorts of business problems, and he will discuss these in a practical way. The subjects on which he will give addresses include "Salesmanship," "The Art of Judging," "The Mental Law of Sale," "Power of Personality" and "The New View of Efficiency."

Talks of this kind obviously are worth the time of any merchant. As a matter of fact, no individual merchant himself could afford to secure them; but, by bringing Mr. Rohde to the convention, all can hear him and profit.

H. L. ROHDE
Who Will Give Business Talks

Get Out of the Rut

One of the worst tendencies in the business world to-day is for men to get in a rut. It is an easy thing to do, especially under recent conditions, when such close attention has been required.

Every hardware merchant owes it to himself, and to every other man in the business, to get together and talk over matters of mutual interest.

Up to the Merchants

The success of the convention is entirely up to the merchants. If they attend as they should, and take part in the discussions and all the sessions, they will be amply repaid. If every merchant packs his grip for Hamilton, with the determination to attend all the meetings, there is no question as to the success of the convention. It should be borne in mind that there is no place where the hardware merchants can get together and talk so freely, and give their views, as at a gathering of this kind. This is one of the many things that make the meetings so interesting and so profitable. Those who attend get so many new viewpoints and so many pointers on their very own problems that they can often solve them easily.

Convention Programme

Fifteenth Annual Convention of the Ontario Retail Hardware Association, Hamilton, Canada, February 17, 18, 19, 20

MONDAY, FEBRUARY 16th.

8.00 p.m.—Meeting of Executive Committee. Appointment of Convention and Exhibition Committees.
Reception of Members and Visitors.

TUESDAY, FEBRUARY 17th.

Morning Session.

9.00 a.m.—Convention will convene with greetings from Mayor Booker, on behalf of City of Hamilton
Greetings from representatives of Manufacturers and Wholesale Trade and others.

9.30 a.m.—President's Address, Mr. A. J. Wright.
Secretary's Report, W. F. Macpherson.
Treasurer's Statement, John Caslor.
Report of Auditors.
Disposal of Officers' Reports.
Appointment of Committees.

10.30 a.m.—Address, "Reconstruction in the Hardware Store," Mr. W. R. Yendall, Manager Richards-Wilcox Canadian Ltd.

11.00 a.m.—Address, Lieut.-Col. J. B. Maclean, MacLean Publishing Co., Toronto.

11.30 a.m.—Address, "An Interesting and Instructive Talk on the Manufacture of White Lead," Mr. R. H. Monk, McArthur-Irwin Ltd., Montreal.

12.00 p.m.—Members' Questions and Answers.

Afternoon, 1.30 to 6.00 p.m.

Visit to Exhibits at Odd Fellows' Temple.
"Every member and visitor requested and urged to spend the afternoon with the Exhibitors."
Special attractions, with music and entertainment.

Evening Session.

7.15 p.m.—A Selling Talk. "High Grade Paints versus Department Store Specials," Mr. Royal Cluxton, Manager Canada Paint Co., Montreal.

7.45 p.m.—"Builders' Hardware," Mr. W. R. Hill, New York, N.Y., Executive Officer, Yale & Towne Co.

8.30 p.m.—Smoker.
"Moving Picture," with explanatory address, Mr. R. S. Rider, Secy.-Treas. Canadian Steel & Wire Co., Hamilton.

WEDNESDAY, FEBRUARY 18th.

Morning Session.

9.00 a.m.—"Outlook for 1920." "The Iron and Steel Market," Mr. F. H. Whitton, Vice-Pres. Steel Company of Canada, Hamilton.
"Do present conditions warrant prices now ruling on Ready Mixed Paints," A. T. Black, Gen. Manager Martin-Senour Co., Montreal.
"Trend of Prices on Manufactured Steel Products," Col. F. M. Hatch, Canada Steel Goods Co., Hamilton.
"What the Wholesalers See Ahead," Mr. C. A. Whitwam, London, President Canadian Wholesale Hardware Assn.; Mr. Robert Stark, Montreal, Vice-Pres. Canadian Wholesale Hardware Assn.; Mr. Joseph Dowling, Montreal, Past Pres. Canadian Wholesale Hardware Assn.
"The Stove Situation," representative Canadian Stove Founders' Association.
"The Glass Market," prospects for future, representative Pilkington Bros., Welland.

11.30 a.m.—Receiving reports of Committees.
Nomination of Officers. Nomination papers will be issued in advance to all members of the Association.

12.30 p.m.—Adjourn for lunch.

Wednesday Afternoon.

1.30 to 6 p.m.—Visit Exhibition in Odd Fellows' Temple
"Everybody come!"

Wednesday Evening.

7.00 p.m.—Complimentary Banquet, tendered by Wood, Alexander & James to members of the Ontario Retail Hardware Association.

THURSDAY, FEBRUARY 19th.

Morning Session—Retail Members Only.

9.00 a.m.—Election of Officers.

9.30 a.m.—"Some Live Topics." Open discussion.
"How can departmental stores quote $3.90 for smokeless, sovereign shells which cost the dealer that price from the jobber?"
"Should the retail hardware trade insist on some guarantee on analysis from paint manufacturers to prove that their high-priced paints are superior to paints sold at from 30 to 50 per cent. less by department stores?"
"The retailers' profits. Where are they? Is the jobber and manufacturer getting business and profits properly belonging to the retail merchant? If so, how shall it be recovered?"
"Should granite ware manufacturers sell their goods to dry goods houses to be used as a leader to attract trade?"
"How can our Association assist travellers in their efforts to secure a uniform weekly half-holiday during the summer months."
"Should manufacturers of ready roofing sell contractors, lumber dealers, undertakers, etc. Are hardwaremen losing interest in this line through such competition and low margin of profit?"
"How is business affected by operations of United Farmers' co-operative buying schemes and stores? What is your attitude on this question? What about the binder twine situation?"
"Should any Oil Company sell farmers' club members coal oil and gasoline at ½c advance on the price charged dealer. Where is the remedy?"
"Would a law requiring an analysis or other description of contents of paint packages be of any benefit to the retail trade, in meeting competition of low-priced paint sold by department stores and mail order houses?"

11.30 a.m.—Address, "Merchandising for Profit," Mr. H. L. Rhode, United Savings and Loan Co., Cleveland, O.

1 p.m.—Complimentary Luncheon tendered by the Hamilton Hardware Manufacturers to the members of the Ontario Retail Hardware Association.
Prominent speakers will deliver addresses.

Thursday Afternoon.

2.30 to 6 p.m.—Visit Exhibition in Odd Fellows' Temple. Special music.

Evening Session.

7.15 p.m.—Address, "Store Management," Mr. H. L. Rhode, Cleveland, Ohio.
Discussion—Questions and answers.

8.30 p.m.—Selling talks by representative salesmen.

9.00 p.m.—Smoker and moving pictures.

FRIDAY, FEBRUARY 20th.

9.00 a.m.—Members' Session.
Dealing with questions submitted by Association members.
Resolutions and final report of the Resolutions Committee.

10.00 a.m.—Visit to manufacturing plants. View of operations in making iron, steel and various products of same.
"A worth-while trip."

Afternoon.

2.00 to 6 p.m.—Visit Exhibits in Odd Fellows' Temple.

EDITORIAL COMMENT

FARMERS ARE PROSPEROUS

WILL prices of grain, cattle, dairy products and other farm produce remain high? This question is an important one to both merchants and manufacturers. The farmer is the greatest purchasing agent in Canada to-day, and at the prices he has been receiving for some time now for all that he has to offer, he has been buying as never before. The Warden of an Ontario county, a farmer himself and in close touch with the work the farmers' organizations are doing, stated to HARDWARE AND METAL recently that prices of farm products will never go back to where they were because if the farmers see that they are going to drop materially they will limit production. This is the view of a man who is, perhaps, one of the most up-to-date and wide-awake farmers in his community, and may be accepted as correct. This is a situation which is anything but desirable, and its solution would have to be worked out. While the farmers have been receiving large sums of money and have been improving their homes and farm buildings and buying automobiles and improved machinery, they have never forgotten for one moment to be thrifty. In one small Ontario town, a place with 4,000 population, there is more than $3,000,000 in deposit in the banks, and most of it belongs to farmers. In another much smaller town in the same vicinity deposits in proportion to the population are much higher. There is every indication that there is going to be a continued demand for everything in the way of foodstuffs that the farmers can raise. While prices may decline a little from the peaks they have soared to, there is every indication that in so far as the farmer is concerned he is going to have plenty of money and that he will continue to be a large buyer.

THE INFLUENZA EPIDEMIC

SOME of the daily papers go too far with scare headings and articles concerning epidemics. In connection with the present influenza epidemic in different parts of Canada, there have been statements made in the daily press and inferences drawn which have tended to so scare people and make them anticipate the disease that, through fear and dread of getting it, their worries actually undermine their constitutions. For instance, a heading in a prominent Canadian morning daily this week read: "Flu Epidemic Continues to Spread," and the article intimated that everybody at all susceptible to the germs would no doubt be stricken before it subsided.

HARDWARE AND METAL has always favored bringing to light facts, but there are different ways of presenting facts. They can be given in a way that they can be understood properly—and this is the big difference between the reports of events in the daily and the specialized business press.

In regard to the present epidemic, publicity showing how to keep the body in good condition, how to avoid the germs as far as possible, and what to do in case the disease takes hold is good publicity. But the scare headings and morbid details could be very well eliminated.

This should be a matter for Boards of Trade of the various centres to take up with their local papers. By pointing out to these papers how such reports, many of which are greatly exaggerated, are unsettling business in general and tending to bring about the very thing to be avoided, the Boards of Trade in Canada could do a splendid work.

PLANNING CO-OPERATION

AT a meeting held in London, Ont., this week plans were made for the formation of a Western Ontario Housing Association. This organization, if it is completed, plans to co-ordinate the work that is being undertaken by the various municipalities. The question of co-operative buying is also one that will be taken up. The opinion was expressed at the meeting that, by buying for all, a central organization might effect a very great saving in the cost of materials, especially lumber. The prices of lumber and the difficulty in obtaining it form one of the clouds on the horizon in connection with a building program for the spring that otherwise is unusually bright. All over the Dominion there is a scarcity of housing and other accommodation that is causing serious inconvenience and annoyance to many thousands of people. By working together the municipalities of Western Ontario hope to reap the benefits of co-operation and obtain maximum results for all. This is a move in which the hardware merchants are keenly interested. As pointed out in previous issues of HARDWARE AND METAL they can give assistance that is really valuable. Business men are needed to bring projects such as this to a successful issue, and hardware mer-

chants can give advice that is invaluable. Their experience in regard to building materials and all that enters into the making of the home after it is built also fits them for leaders in any municipal building programs that are undertaken. In many cases work of this kind will involve a considerable personal sacrifice on the part of hardware merchants who are rushed with their own work. But service of this kind for the community is one of the best things any citizen can render, and in making better homes and better conditions the merchants will bring a blessing not only to themselves but to countless others.

WILL BE BETTER FOR ALL

WHATEVER variance of opinion there may be among retailers as to business conditions at present and for the future no one can describe them as at all pessimistic. There are many who believe that prices have reached the danger point and that a break is inevitable, with resulting lower levels. Realizing that they have to risk their money and their credit on markets that may be very uncertain, they are taking the only wise course and buying with extreme care. The attitude of the merchants is reflected also in the stand the banks and other lending institutions are taking. These show a strong disinclination to aid in carrying merchandise while prices keep rising. This view is, of course, based on the knowledge the banks have that the ability to pay will be finally dependent on the ability and willingness of the general public to do so. This country has seen an era of buying on the part of the public that was never before equalled. While a percentage of the people continue to buy extravagantly, there is a noticeable tendency to buy more carefully or to hold off buying altogether owing to the prevailing prices. Many retailers are looking for this phase of the situation to be accentuated. Once, however, that prices are to any extent stabilized they are looking for splendid business. The sooner, they say, that artificial inflation is removed and business resumes a more or less normal course the better it will be for all.

THE STEEL SITUATION

PRODUCERS of semi-finished and finished steel are having serious difficulty in making deliveries. The latest reports indicate that the steel market is practically sold up and that the general shortage is increasing rather than diminishing. Advices received by firms during the week indicate that as far as the future delivery of bars, sheets and plates is concerned the demand is insistent without anything like adequate supplies to meet it. "Even under normal conditions," says one letter, "with fuel, labor and transportation in good shape, the supply would still be inadequate. But conditions are far from normal. Labor is high-priced, and general experience indicates greatly lowered efficiency. There is a shortage of fuel, and in some districts of power, congestion on many railways and car shortage. The latter is one of the worst features of the present situation from the consumers' standpoint. We cannot undertake to promise anything in the way of production or delivery at the present time." Reports from Pittsburgh state that sheet mills are operating at a capacity of not more than 75 per cent., with about the same condition applying to plates. Wire products are not so seriously interfered with. Speaking generally, conditions are such that changes are likely to occur at any time, and many of the men most closely in touch with the situation are looking for radical changes in the next six months.

LUMBER PRICES SOARING

AN advance that will affcet all grades of pine lumber, from mill culls up to the finest pieces, has been announced in the Ottawa lumber market with the comment, also, that further increases may be expected at any time. The advances now effective range from $5 to $12 per thousand feet. The lumbermen of the West are also naming higher quotations. The present situation is that many of the firms have such large orders on hand for overseas shipment that they do not care whether they supply home needs or not. This may materially affect the amount of building to be done this year, especially the erection of homes.

DO YOUR SHARE

TWO important meetings of hardware merchants are to be held shortly. One will be the annual meeting of the Ontario Retail Hardware Association, to be held in Hamilton, February 17, 18, 19 and 20. The other will be the gathering of the retail hardware merchants of Manitoba, to be held in Winnipeg on March 18. The main point is that every hardware merchant who should attend these meetings is in his place. Matters of importance to every hardware man will be discussed, and it is desirable that the opinions of every merchant be obtained and plans worked out which will be for the greatest benefit to all. Hardware merchants are busy, but they should not be so busy that they cannot spare a short time to meet their brother merchants and help solve mutual problems. The man who stays at home may make a few dollars, temporarily, but he may lose hundreds by not getting posted on what is to be done about various issues that are coming up. These gatherings are called for the benefit of hardware merchants, and as such they are entitled to the consideration and support of every man in the trade. If all turn out and do their share, results can be achieved that are impossible without co-operation.

EVENTS IN THE TRADE

Business Changes

Innisfail, Alberta.—Stanley A. Fox has purchased the business of the Innisfail Hardware Company from J. T. Rogers.

Penticton, B. C. — C. L. Lynch, of Kelowna, B.C., has purchased the hardware business of J. C. Fleming, the Penticton Hardware Company.

New Firms

Elgin Bagshaw has opened a hardware store in the McDermott block at Sunderland, Ont.

Obituary

The death occurred at Aurora, Ont., of Sydney Collis, vice-president of the Collis Leather Co., Ltd.

Jesse C. King, of Montreal, manager of the Canada Carbide Company and formerly manager of the Wilson Carbide Co., St. Catharines, Ont., died in New York following an operation.

Following an illness of only a few days with pneumonia, the death occurred on Tuesday of Robert George Christie, aged 36, of Christie Bros., hardware, West Toronto. He was an enthusiastic curler and took part in a match played by the West Toronto Curling Club last Thursday. Mr. Christie was a native of Owen Sound and came to Toronto fifteen years ago. Besides his wife and child, he is survived by six brothers.

Personal

Wm. Shirra, formerly with the hardware firm of Higgins & Large at Brampton, Ont., is continuing with Robert Lewis, who recently bought the business.

W. McLean, of Mossbank, Saskatchewan, attended the annual meeting of the Western Hardware Co. at Loreburn.

Stanley E. Elkin, M.P., of St. John, N.B., president of the Maritime Nail Company, has been named as president of the North America Antimony Smelting Co., Limited, which is being organized, with a capital of $2,000,000.

Trade Notes

The Eagle Oil & Paint Co. has been registered at Montreal.

Shawinigan Foundries, Ltd., has been registered at Shawinigan Falls, Que.

In connection with the business change by which Stanley A. Fox becomes owner of the Innisfail Hhardware, at Innisfail, Alberta, Charles Rummen, who has been with the firm for many years, remains.

The H. A. Thompson Paint Supply Co. has been registered at Three Rivers, Quebec.

The Welland Hardware Co., of Welland, Ont., has discontinued business.

The Royal Broom Mfg. Co. has been registered at Montreal by Wilfrid Cormier.

The Canada Plaster Board Co., Ltd., of Brantford, Ont., is succeeded by the Ontario Gypsum Co., Ltd.

R. M. Paterson, hardware merchant at Luseland, Saskatchewan, has disposed of his business, and is retiring.

Thermos Heating Systems, Limited, of Toronto, has been granted permission to change its name to Fuel & Heat Systems, Limited.

The McClary Manufacturing Company, of London, Ont., will commence work at once on a large new factory for the manufacture of gas ranges.

A winding-up order has been granted in connection with the Page Wire Fence Co. of Canada, Limited, Montreal, and a meeting of the creditors was held on Friday.

Bays Hardware at Kamsack, Sask., will open a heating and tinsmithing department about the middle of this month. It will be in charge of A. G. Solder of Shoal Lake, Manitoba.

Contracts have been awarded, and work is to commence immediately on the first unit of the wire rope and steel mill to be erected on Industrial Island, Vancouver, B.C., for the Britannia Wire Rope Company. The building under way will cost $40,000.

The Dominion Oxygen Company, a subsidiary of the Carbide & Carbon Corporation of Canada will locate a new factory at Toronto, to manufacture products used in connection with oxy-acetylene welding.

The Louis McLain Co., Ltd., of Winnipeg, have purchased the business of Hudson Bros., Toronto, manufacturers of aluminum utensils.

According to dispatches, the A. I. Root Company, of Medina, Ohio, will locate its Canadian branch factory at Ingersoll, Ont., and manufacture bee supplies.

The F. Kinsman Co., Limited, of Fonthill, Ont., has been incorporated, and will carry on the general store business of H. F. Kinsman, which was established in 1862. The officers of the new firm are: President, Fred Kinsman; secretary, H. F. Kinsman; managing director, Ernest F. Kinsman. Mr. Fred Kinsman has been in charge of the business since 1884.

The Hardesty Manufacturing Co. of Denver, Colorado, manufacturers of metal flumes, will locate its Canadian branch factory at Penticton, B.C.

Montreal News

Mr. Levine, of the Auto-Strop Razor Company, Toronto, is on a business trip in Montreal.

H. E. Haynes, representing the Savage Arms Co., of Utica, New York, is in Montreal.

Mr. Bowbanks, representing the Star Manufacturing Co., Toronto, is visiting Montreal.

J. W. Andrews, representing the Remington Arms Co. in Windsor, Ont., is visiting Montreal.

W. D. Kitchel, representative of the Stevens Co. of New York, is visiting the Montreal trade.

J. N. Shellenberger, representing the Baeder Adamson Co., of Philadelphia, is in Montreal on business.

A. H. Jenkins, of A. C. Leslie & Co., Montreal, who has been ill for a few days is much improved.

A. C. Gibb, representing Alexander Gibb of Montreal, called on the trade in Ottawa and Sherbrooke recently.

W. H. Newton, department sales manager of the Montreal branch of the Canada Paint Co., spent the week in Toronto and several other Ontario points.

George R. Burton, superintendent of Lewis Bros., Limited, Montreal, is confined to the house with a rather severe illness.

J. R. Terrill, of the sales staff of Caverhill, Learmont, Montreal, has sufficiently recovered from a serious operation to again be at his office. Mr. Terrill suffered greatly while on the operating table, but is recovering rapidly since leaving the hospital a week or two ago. He was confined for nearly two months.

Western News

J. T. Straube, of Treherne, Sask., is a guest at the Royal Alexandra Hotel, Winnipeg, for a few days.

J. L. Killorin, of Truax, Sask., was in Winnipeg, en route to the East, where he intends to visit for a month.

The return game of hockey between the Main warehouse and the Accessory warehouse of Wood, Vallance, Limited, was staged last Tuesday evening at the Arena rink.

Wood, Vallance, Limited, Inter-Department Bowling League have concluded their season.

Mr. and Mrs. Earl Fawcett, of Stoughton, Sask., were in Winnipeg, and while here Mr. Fawcett intimated he was opening up a branch store at Heward, Sask.

C. L. Smith, of Sinclair, Man., has sold out his business to Mr. B. Donner. The firm will be known in the future under the name of the Sinclair Hardware & Coal Company.

Fire, which had its origin in the store's lighting system, caused slight damage at H. Hunter's hardware, Hartney, Manitoba. The fire was noticed before it had made much headway and extinguished.

The retail business which Prince Bros., Limited, have conducted at Battleford, Sask., has been acquired by a newly created firm known as B. Prince & Son, Limited, of which Hon. B. Prince is president and Paul Prince manager.

F. Leslie Sara, of Frederic Sara Co., Calgary, hardware brokers, was a recent visitor at the Winnipeg office of HARDWARE AND METAL. Mr. Sara reports that his company has recently been appointed agents for Spear & Jackson, Ltd., Sheffield, tool manufacturers, also Hague & McKenzie, Ltd., Birmingham, England, manufacturers of aluminum hollow-ware. Mr. Sara has been calling on the hardware jobbing trade at Western points, and reports that business prospects for 1920 are splendid, providing deliveries of goods are forthcoming.

Incorporations

Graphite Oils, Limited, capital $500,000, head office Toronto, plans to manufacture and deal in lubricating oils, etc.

John Walter & Sons, Limited, capital $40,000, head office Kitchener, Ont., plans to manufacture and deal in woodfibre products.

John A. Lillie & Company, Limited, capital $40,000, head office Toronto, plans to carry on a general hardware and plumbing business.

Dufferin Oil Company, Limited, capital $1,000,000, head office Toronto, plans to prospect for and refine and treat oil and metals.

R. M. Brisco Company, Limited, capital $25,000, head office London, Ont., plans to manufacture and deal in bicycles, auto accessories and sundries, also sporting goods.

Roelofson Machine & Tool Company, Limited, head office Toronto, capital $40,000, plans to manufacture and deal in machinery, tools and equipment.

Quebec Fabric Company, Ltd., capital $100,000, head office Montreal, plans to manufacture and deal in automobile tires and accessories.

The Cobb Electro Reduction Corporation of Canada, Ltd., capital $50,000, head office Toronto, plans to manufacture and deal in metals and metal goods.

W. A. Rankin, Ltd., capital $100,000, head office Ottawa, plans to carry on a general hardware business, and also to deal in plumbing supplies.

HIGHLY HONORED

"JACK" McLELLAN

At the annual meeting of the Dominion Commercial Travellers' Mutual Benefit Association, held in Montreal last week, John McLellan, known to his friends as "Jack," was elected to the presidency. Mr. McLellan has been associated with the benefit section of the Association for the past four years, and in this work has taken a keen interest. In addition to having been a director of the benefit section for four years, he was, for the same period, a director of the Dominion Commercial Travellers' Association, and for the past year was vice-president of the former. He covers Eastern Townships territory for the Thos. Davidson Mfg. Co., Ltd., Montreal.

Fire Losses

Fire, which started from unknown causes in the hardware store of Moore Bros., at Uxbridge, Ont., caused a heavy loss. The flames were noticed about one o'clock in the afternoon and apparently started between the ceiling and the upper floor, and quickly worked their way up through partitions. Considerable damage was done to the stock by water.

T. H. Waldron is New Vice-President Marshall Wells, Ltd.

T. H. Waldron, who has, for the past fourteen years, been a director, secretary and sales manager for Marshall, Wells, Limited, has been appointed to the positions of vice-president and managing director of the company. It was incorrectly stated in the previous issue of HARDWARE AND METAL that Mr. Waldron had been appointed to these positions with Wood, Vallance, Ltd.

Moncton, N.B., News

H. A. Jackson, manager of the Record Foundry Machine Co., was in Halifax recently on business.

O. M. Melonson, of Shediac, N.B., left on Thursday for a trip to the West Indies, where he will spend the balance of the winter.

Leslie J. Mollins, for a number of years in the employ of C. T. White Co., Alma, N.B., has accepted a position with the Sumner Co. Before leaving Alma he was presented with a signet ring by his friends.

W. G. Hellier, of Halifax, the manager for the Maritime Provinces for Brandram-Henderson, Ltd., was here last week to meet Mr. George Henderson, of Montreal.

The Record Foundry Machine Co. has resumed operations, having partially repaired the damage sustained in the fire which destroyed their boiler shop, engine room and part of the machine shop. Among the improvements is the installation of electric motors for power purposes to replace the 180 h.p. gas engine destroyed.

Cabinet of Silver For Edgar Briegel

Edgar Briegel, of the heavy goods department of Caverhill, Learmont Company, Montreal, was given a pleasant surprise on the eve of his marriage. Members of the staff took the occasion to express in a tangible manner their regard for Mr. Briegel by presenting him with a handsome cabinet of silverware. HARDWARE AND METAL joins in wishing Mr. and Mrs. Briegel a happy wedded life.

Starke-Seybold, Ltd. Increase Sales Staff

Two new salesmen have entered the employ of Starke-Seybold, Limited, Montreal.

F. J. E. Wright will cover Prince Edward Island in the future, with headquarters at Summerside, P.E.I. William Humphries, who has resided at Summerside, will cover New Brunswick and a portion of Quebec Province.

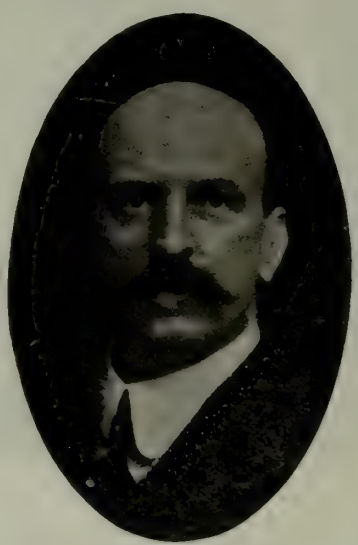
Both Mr. Wright and Mr. Humphries have been associated in the agency business with headquarters at Summerside. They are well known to the trade in the Island and in other parts of the Maritimes, and will enter upon their new duties as above at once. They visited the Starke-Seybold warehouse last week to familiarize themselves with the lines carried by the firm.

H. S. Beebie, the Eastern and Northern Ontario representative for J. H. Connor & Son, Ottawa, who has been very ill from a serious attack of typhoid fever, is now recovering at his home in Ottawa.

Plan to Ask for an Increase of British Preference

Canadian Association of British Manufacturers at Their Annual Meeting Discuss Many Matters—George A. Marshall Was Elected President

AT the annual meeting of the Canadian Association of British Manufacturers and their representatives, which took place at the Walker House on January 28, a lively discussion arose as to the future attitude of the association towards representatives or agents who may enter into any agency agreement with manufacturers or wholesale exporters whose principal works or places of business are situated in a country which was hostile to Britain during the war. The debate had its origin in a suggestion made that a clause of the constitution, prohibiting representatives of British manufacturers having similar connections with firms of or in former enemy countries from membership in the association, should be deleted. After many arguments had been advanced, it was resolved to submit the proposed alteration in the constitution to a "postal vote."



GEORGE A. MARSHALL

President of the Canadian Association of British Manufacturers. Mr. Marshall is a partner in the firm of Marshall, Son & Bunney; president of the Kerr File & Tool Co., Ltd., and proprietor of the Perfection Sanitary Brush Co.

Arrangement Reached

Mr. John Wilson, the retiring president, in his address, made an announcement which was well received, to the effect that an arrangement had been reached with the Federation of British Industries by which commercial intelligence could be exchanged between members of the Canadian Association and the British manufacturers. The Federation of British Industries, Mr. Wilson stated, had a membership of over 19,000 firms, representing $20,000,000,000 of capital engaged in British industries. It would now act as the London representative of the members of the association, which, he declared, now number 85, representing about 400 British manufacturers. The London office of the F. B. I., situated at 39 St. James' Street, London, S.W. 1, would now be available for members of the association visiting in London as a means of getting in touch with such members of the Federation as they might wish to see.

Want Preference Increased

With regard to tariff matters, Mr. Wilson said that the association was in close communication with the Minister of Finance with a view to increasing the British preference on such items as iron and steel, paints with spirit base, fire brick and other clay products, etc. He invited the members to submit all their tariff difficulties to the Executive Council, so that it might present them to the proper authorities, as the Dominion Government had agreed to receive a deputation from the association when the proposed tariff investigation is held. The Executive Council had also, he said, passed a resolution requesting that the Department of Overseas Trade of the British Government take immediate steps to appoint the necessary inspectors in Great Britain, in order that the certificates required by the Canadian Government, in respect to imports of potted meats, might be forthcoming for shipment to Canada from British firms.

The election of officers for 1920 resulted as follows: President, Mr. G. A. Marshall; vice-president, Mr. J. Harris; council, Messrs. A. C. King, C. W. Beal, James Haywood, R. D. Harding and Harold A. Wilson.

John Millen & Son Discontinue Retailing

Montreal.—John Millen & Son, Limited, who, for many years, have conducted a wholesale and retail business in Montreal, announce a change in their policy which will confine their selling entirely to wholesale on and after January 31. In their announcement they say as follows: "Out of appreciation for the loyal support of our trade friends, the end of January, 1920, will bring the discontinuance of our retail service. Our warehouse and sample rooms will thereafter be devoted exclusively to wholesale business, etc."

The firm has its head office at Montreal, 321-323 St. James street, and a branch is operated at Toronto, 53-57 Adelaide Street West.

Allan and McKenzie Dissolve Partnership

Galt., Ont.—One of the city's old-established retail hardware firms, Allen and McKenzie, have dissolved partnersihp, James D. Allen retiring from the firm and Alexander McKenzie continuing the business. Mr. McKenzie will secure other quarters. Wm. Trotter, who died recently at the age of 80 years, started the tinware and stove business in the store now occupied by Mr. McKenzie, and he retired from active business life in 1894.

While it is generally the rule that there is a lull after the holiday season, local hardware merchants report business good this winter despite high prices. Several of the stores have been putting on sales as a further inducement to keep things moving and have found this method very successful.

Stove Salesmen Convene at Sarnia

SARNIA, ONT.—A four-day convention of the Ontario salesmen of the Perfection Stove Company, held here, was in charge of Sales Manager Norman E. Olds, asissted by Chief Salesman Robert Grant.

Commencing on Monday, February 2, it was decided to inaugurate the new sales policy referred to, some time ago, in HARDWARE AND METAL. On Wednesday evening, a Get-Together banquet was held. During their stay in Sarnia, the sales force was given special instructions in factory production methods.

Revillon's Warehouse at Grande Prairie

Revillon Wholesale, Ltd., have purchased land and just completed the erection of a substantial warehouse at Grande Prairie, Alta. This step has been necessitated by the large increase of their hardware business in this North country. During the past year, great numbers of settlers have gone north, and included in these were a number of returned soldiers, who will seek their fortunes in this the last Great West.

E. A. Aultman, who held down the pricers' chair for some considerable time at Edmonton, has gone north, to take charge of this branch.

A CORRECTION

In the article which appeared in last week's issue of HARDWARE AND METAL, about the store of the Otton Hardware Co., at Barrie, Ont., the proprietor's name was incorrectly given as W. H. Otton. This should have read Fred W. Otton.

Says British Trade is Breaking All Records

C. D. Hobbs, of Vancouver, Tells of Conditions He Found on Trip to England—Close Co-operation Between the Government and Business Men

VANCOUVER.—C. D. Hobbs, manager of the Western Hardware & Steel Co., Ltd., Vancouver, has arrived home from a buying trip to Great Britain, having returned on the "Cedric." Mr. Hobbs stated to HARDWARE AND METAL that the amount of business that is being done in almost every line in England is beyond every past record.

"One of the firms on whom I called," he stated, "has increased its plant several times since the end of the war, until now their capacity is six times normal; and still they cannot begin to cope with their demand. Before the Government removed the restrictions on tin-plate, for instance, the price ruling was 42 shillings. When I left the price was 96 shillings, and still advancing."

On a Cash Basis

"Almost all the business is being done," he stated, "on a 'cash against documents in London' basis, terms of any kind being necessary to get the business. The manager of one firm showed me an order he had taken on that same day for goods to the value of £750,000 sterling. The buyer was a Greek. When I arrived, the price of Manila rope was around £80 per ton. The fact of an American buyer being in the market for 1,000 tons immediately shot the price to 90—and at that the British market was the cheapest to buy in.

"In the line of woollens, linens, etc., the same condition holds true," he continued. "Orders are being booked up as late as 1922 delivery. Farther ahead than that they are not inclined to contract.

Close Co-operation

"Another thing that I could not fail to note was the close co-operation between the Government and the business houses. The Government bends every effort to assist the manufacturers to re-establish the British in the markets of the world. No matter to what point on the globe a firm wants to send their representative, that industrial ambassador will be assisted to get passage. All out-going boats are crowded; but, no matter whose passage may be delayed, the manufacturers' agent will be assured accommodation. Our boat was due to sail on the 7th, and on the 4th an acquaintance of mine, representing a British manufacturer, told me he thought of sailing on the 'Cedric,' too, but had made no reservation, as yet. I assured him that, at that late date, he would find it impossible to catch a place."

"Did he make it?" was asked.

"He was on the boat when we sailed," said Mr. Hobbs, "and had one of the most desirable staterooms."

H. E. Myers and Brother

H. E. Myers and Brother, Ashland, Ohio, have issued a calendar. The upper portion shows the firms, factories and travellers, and, except for a small space occupied by the calendar, the remainder illustrates the large number of lines manufactured. Readers of HARDWARE AND METAL may obtain copies upon request.

Columbia Mfg. Co.

The Columbia Manufacturing Company, Belleville, Ill., have issued a new booklet, No. 26, listing their Crescent line of grinding, polishing and buffing machine, counter shafts, straightening presses, table saw mandrills, and dull and corn shock-movers, mill supply and auto trade. This booklet contains 21 pages, and is well illustrated. Readers of HARDWARE AND METAL may have same on request.

The Stanley Works

"The 8 Garage Book," issued by the Stanley Works, New Britain, Conn., lists and illustrates very attractively the lines of garage hardware manufactured by the firm. It contains much valuable information regarding construction and equipment, and is generously illustrated. Readers of HARDWARE AND METAL who desire copies may obtain the same upon request.

D. J. Ladd & Co.

D. J. Ladd & Co., Winnipeg, have just issued catalogue No. 1 on Guaranteed Roofing, Building Papers and Felts for the use of the hardware trade in Western Canada. The publication of such a catalogue is rather a new idea. The booklet was designed to give the trade further information, in a general way, regarding different grades of papers, and as to the quality and amount of papers to be specified for certain work. The booklet contains a complete listing, with an illustration of the various roofings and building papers, as manufactured by the Alex. McArthur Co., of Montreal, whom D. J. Ladd & Co. represent in Western Canada. The booklet also contains information and illustrations of Asphalt Roofing, Shingles, Asbestos Roofing, Granitite, Rock Board, etc.

E. K. Spinney, Limited

Yarmouth, Nova Scotia.—F. K. Spinney, Limited, hardware and iron merchants, have issued a very attractive calendar. The upper section contains a lithograph, fifteen inches wide and nineteen inches deep, of "A Highland Lassie." The coloring effects are very fine.

Asbestos Roofing For Northern France

Ottawa. — Arrangements have been concluded by which Canadian firms will furnish $1,250,000 worth of asbestos roofing, for use in the north of France. The credits were on the usual basis by which the French Government issues bonds, and of these the Canadian manufacturer or shipper takes three-eighths, while the Government, through trade commission, takes five-eighths. Asbestos roofing, being manufactured from Canadian asbestos and Canadian cement, is classed as one of the purely Canadian products now finding an export market.

First Steamer From Germany In Five Years

ST. JOHN, N.B.—The arrival of the steamer "Clairton" here marked the re-opening of trade with Germany and this port, after a lapse of five years. This is the first vessel that has come to St. John direct from a German port since the beginning of the war in 1914. She is a British vessel, belonging to the C.P.O.S., but her cargo, 2,000 tons of potash, is German. The "Clairton" is a vessel of 4,259 tons. She had an uneventful trip over from Hamburg, and not many lookers-on knew that the cargo of this steamer coming up the harbor, flying the British flag, was from our former enemy. The cargo is for the Western States and Havana.

Unfair Methods Is Latest Charge

WASHINGTON.—The Federal Trade Commission has issued a complaint against Colgate & Co., charging unfair methods of competition, on account of their price maintenance policy. This has come to be known as the "Colgate plan," and has been adopted by other manufacturers, to meet the evils of price cutting.

The company was indicted for violation of the Anti-Trust Law, but received a favorable decision from the Supreme Court of the United States. The new charge by the Federal Trade Commission is that the refusal to sell to dealers who do not resell at the prices which the company suggests is unfair to the competitors of Colgate & Co., in that the effect of the policy is to induce dealers to purchase Colgate products in preference to similar products manufactured by others on which prices are not maintained.

THE CLERKS' DEPARTMENT

Is Your Store on "The Dollar Side" of the Street in Your Town?

George J. Whelan, Whose Company Operates 1300 Stores, Tells What He Has Found Out About Business and Also About People's Likes and Dislikes

"THERE are certain streets in cities where men walk," says Mr. Whelan. "Broadway, New York, is a man's street, primarily, just as Fifth Avenue is a woman's. Men and women create these streets; the merchants follow the men and women. There is a 'dollar' side to every street, the side that gets the bulk of the business, why, no one knows. Usually it is the side that is shady in the afternoon; but not always so; yet, sunny or shady, it is there and you have to find it. If you work on the other side you are working under a handicap."

This is the experience of George J. Whelan, who, after beginning life as a cash boy in a dry goods store, founded and is still carrying on a chain of cigar stores capitalized at $115,000,000. In the American Magazine his story is as follows:

Locate On Corners

"We located our stores on corners, because a corner is the nearest and easiest shopping point. If a corner is impossible, the store next to the corner is the best location, the middle of the block the weakest. People buy all small commodities where they get them the most readily; the shorter distance from a corner counts.

"We found out that people disliked steps, so we put all of our stores on a level with the street. One step can be counted on to lose just so much business a day, and every additional step to lose just that much more. People do not go up and down steps easily, and they must go into a store for a small purchase easily.

"We have altered the construction of many a building because we knew it was going to pay us in the end.

"An incline is better than steps, but it must not be enough of an incline to present the appearance of a climb to the casual passer-by."

Views On Success

When anyone asks Whelan to account for his success in business, he invariably answers briefly, "Opportunity." If you press him further he adds with great earnestness:

"When a man starts out to make his fortune he is underestimated. When he has made it he is overestimated. There isn't as much difference between men as you are led to think."

Whelan believes this, and he wants you to believe it. Founder and controller of the United Cigar Stores Company, which at present handles more than sixty-five million dollars' worth of business yearly, and president of the new United Retail Stores Company, he sizes himself up with a good deal of personal modesty, and a clarity of analysis that has characterized his business deals. He has no notion of appearing as anything but an everyday man who has seen and grasped — what he calls opportunity.

Is Well Prepared

Putting the same question to some of Whelan's business associates helped to clear up this matter of opportunity.

"That man succeeds," said one of his assistants, "because he always prepares for the seemingly impossible. About five years ago he said to me:

"'In seven or eight years you won't be able to get a drink in this country. People will eat more candy. We'd better build up a candy business in our stores.'

"I didn't believe him. I think hardly anyone believed him. But we built up the candy business, and the first chain of stores in the new organization, coming right on the heels of prohibition, is a chain of candy stores. The war brought prohibition a little sooner than he figured, but he was ready for it."

In the turmoil and chaos that followed in the wake of world war Whelan saw clearly one thing — world markets brought closer than ever before because of world ties, world treaties and world interests unified by the war as they had not been before.

Out of Business

He had been "out of business" for three years. When he was fifty years old he publicly announced his retirement from business, saying that "After fifty a man's life should be playtime." But the world was not playing; it was engaged in the serious business of making war, and Whelan was drawn into certain world war activities. Getting the world outlook, he began to scheme on a world plan of merchandising. Just as he had dreamed twenty years before, when he stood at his cigar stand, of the chain of cigar stores which now stretches over the country, he dreamed of a world chain to be established when the war was over.

When the dream began to take tangible shape he went to James B. Duke, the American tobacco king, who had been associated with him in the cigar business. Mr. Whelan presented his scheme. Mr. Duke shook his head.

"I'm sixty-four and you're fifty-four, George," he said. "There's no use starting anything that isn't going to live longer than we are. You get up a scheme that will perpetuate itself, and I'll go in with you."

Worked Out Scheme

Mr. Whelan went back to his desk and worked out the scheme. When he had perfected it, Mr. Duke agreed to act as a director and active adviser in the new company. Thus, under two big business geniuses was formed the United Retail Stores Corporation, planned to operate a gigantic chain of retail stores throughout the world, and eventually to own its own factories, its own steamship lines, and its own sources of raw material.

"We are going to stick mainly to the necessaries of life," Mr. Whelan said to me. "We will have our first candy stores in operation long before you can get this article in print, and probably we will have some of our grocery stores going, too. We have in the new company 90 per cent. of all the stockholders of the United Cigar Stores, which makes that company a part of our operations. And we are going to work our retail end on just the same principles as we worked the cigar stores."

Are Well Known

There is hardly a man or woman in the United States who does not know the United Cigar Stores. In the big cities they appear to crop up on every corner. And one man who knows Whelan well credits the whole new scheme of the United Retail Stores Corporation as springing from the fact that prohibition is leaving vacant thousands of empty saloons with the best possible retail locations — the corners of busy streets in busy towns!

"G. J. couldn't resist," he said. "After years of trying to get corners for United Cigar Stores Company, these vacant corners just made an irresistible appeal."

Although his explanation would hardly account for a world scheme which includes selling organizations projected in Canada, Europe, South America and Asia, it may have a grain of truth in it. For in the retail business Whelan considers the matter of location fundamental.

Whelan began life as the youngest son of an Irish father and mother who had settled in Syracuse, N.Y. It was a large family, with several daughters and seven sons, the seventh being George J.

Liked the Business

The older boys seemed to gravitate naturally to the tobacco business, and by the time George was considered old enough to work, which was at the end of slightly less than a common school education, three of them were well established as owners of cigar shops. George Whelan took his first job as cash boy in a dry-goods shop. He left that to tackle the work of the first telephone operator in the city, and the only one. He worked all alone in the top floor of a building, handling the "contraption" that most folks were as yet afraid of. He liked the novelty of the job, but when the work threatened to become commonplace he was glad enough to accept his elder brother's offer to set him up in business for himself at a cigar stand at the Vanderbilt House. It was while he was running this cigar stand that he began to dream. I talked with a man who bought his cigars at that stand at the Vanderbilt House, and he assured me that the dreaming did not interfere with the success of the stand.

On Every Block

"There ought to be a cigar stand on every corner of every busy block in this city," he decided. He pondered the matter all the way home, and as soon as he got to Syracuse he took the proposition to several capitalists. They heard him coldly and turned it down. Finally he got Mr. William J. Niver, former president of the Reading Railroad, to promise to back him. But Mr. Niver insisted that the idea be tried out in one store as a starter. A year later,

when Whelan had studied the city of New York block by block and street by street, counting the smokers who passed one corner and then the smokers who passed another, the first store was opened. It was at 84 Nassau Street, and it had no elephant and no brass band. In the great city it threatened to escape notice. The first day's receipts were $3.70. But the Whelan brothers knew how to sell tobacco. In a few weeks the store was paying and other stores were planned. In two years there were sixty stores. Whelan began to see clearly the end of his dream.

To-day they number over thirteen hundred in four hundred cities in forty-five States and they are doing a business of over sixty-five millions of dollars annually, a fair result of the dream of a nineteen-year-old lad selling cigars at a hotel stand. No wonder Whelan is not afraid to dream or to be called a dreamer.

Every dollar of that sixty-five million depends on the patronage of the men who have from ten cents to ten dollars to spend on tobacco. It takes a million customers a day to make that sixty-five-million-dollar volume.

In the Beaten Path

"We began," he said, "with the big cities. Retail stores must lie in the beaten path. In the early days of the company we sent out scouts when we wanted to locate a new store, men who stood for days in one position after another in different streets, literally counting the people who passed. We were looking for cigar customers then, so we counted them, particularly men who were smoking. When we start grocery stores we shall want to know where housewives walk. In course of time we learned certain things:

"There are certain streets in cities where men walk. Broadway, New York, is a man's street, primarily, just as Fifth Avenue is a woman's. Men and women create these streets; the merchants follow the men and women. There is a 'dollar side' to every street, the side that gets the bulk of the business; why, no one knows. Usually it is the side that is shady in the afternoon; but not always so; yet, sunny or shady, it is there and you have to find it. If you work on the other side you are working under a handicap.

Pays to Look Busy

"We found that it always pays to look busy. No one sees the interior of a United Cigar Store except through the door. People like to shop where other people shop. If a man looks into a store window and sees an empty store, he goes on, without knowing why, to a store where he sees three or four people. Stores may have to be empty but they can look busy. We made our windows as attractive as possible and dressed them to sell goods, but, no matter what the temptation, we dressed them to keep the customer's eyes out. But if a man gets to a door and it opens easily, he will go into a store ninety-nine times out of a hundred, whether it is empty or not. We keep our doors wide and we keep them oiled; we make it easy for a customer to get in.

One way to make a store look busy is to economize on space. The United Cigar Stores were pioneers in this matter of economy of space in the retail tobacco business. If we had to lease a big store we sublet part of it and, failing that, we built a partition and let part of it stay empty. Then we used every inch of the part we did use, to look busy. People who go into retail stores to make small purchases don't want to roam round on a ten-acre lot. They want to see their goods and buy them."

"Would you locate next to a rival?" I asked.

"Next to a rival? Certainly, if we wanted that location. Location is the determining factor, not the rival. We are not concerned with the rival but with our own business. Retail stores generally seek locations where goods of the kind they carry are sold, naturally—because the market is there. A store does not exist by itself. In New York the removal of two department stores in a certain section caused the failure of a third. It could not induce enough people to come to that locality to shop in it alone. Sometimes a rival, or two or three rivals, can be counted as an asset.

"Sometimes one has to eat one's word in this matter of location. In my days with the United Cigar Stores one of my favorite warnings was 'Look out for banks, don't go near them!' Yet one of our most successful stores is in a bank building at Forty-second and Broadway. The fault is with the bank. It is in the beaten path, a fact that is not yet generally true of banks. To follow the trail of banks generally would mean bad business for retail stores needing many and quick sales.

"The idea of a retail store of this type is to catch people on the fly, and location is fundamental. We have stayed out of a city years when we could not get a wanted location, and we have leased years in advance to hold on to one we knew we would want.

Courtesy Essential

"A customer must be treated with courtesy. The United Cigar Stores has made more of courtesy than any other firm in the world. Every clerk is required to greet a customer. He is required to say 'Thank you,' or its equivalent. This 'Thank you' matter was inaugurated at the suggestion of Mr. H. S. Collins, vice-president of the United Cigar Stores Company. Years ago, when Mr. Collins was in Syracuse, he heard of a man in Buffalo, a cigar dealer, who made a great deal of 'Thank you.' He went to Buffalo, talked to the man, was convinced that 'Thank you' was worth while. He suggested that the stores incorporate the idea, and we did. We believe that courtesy has a direct business value.

"When we were still in what might be called our experimental days, although I think that period never ceases, a man from the east side of New York told me my stores would never be successful until I did three things:

On Cash Basis

"'Made business strictly cash to everybody.

"'Put the salesmen on commission.

"'Made no deliveries.'

"I tried out the plan on five stores, but I would not extend the matter of commissions unless the clerks in a store wanted to sell in that way. It is now in all the stores. A man works best when he works for himself, and a man in a retail store who works on a salary and commission is working directly for himself. We have stuck to the strictly cash basis and to the not making of deliveries, because they pay.

"I figure that the department store merchant spends as much in taking care of an article after purchase as he does in getting it purchased, figuring the bookkeeping on accounts and the cost of deliveries. We can give that much back to the customer. We do it in coupons, and in value and price of goods.

To Keep Good-Will

The public generally seems to regard coupons as intended to fool somebody. They are not. In our stores, coupons are intended to keep the good-will of the customer. They do not give something for nothing; they pay the customer to come back. Coupons are a form of advertising possible to a cash store that makes no deliveries. We carry no credit. Last year the United Cigar Stores spent a million and a half dollars in premiums. Our first premium list was made up with men in mind, since men were our customers. But in a short time we found it was the women who were redeem-

(Continued on page 78)

The Way It Strikes the Public

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

FLOOR WAX

The Army and Navy Products Manufacturing Co. Registered, 26 Juror St., Montreal, are offering to the Canadian trade a new floor wax which goes under

Floor Wax

the trade name of R-ME and NA-V waterproof.

The manufacturers claim this new wax is lighter than anything at present before the public, at least as far as is known in Canada, and that it will dress hardwood, linoleum and painted floors, and will keep the floor sanitary wherever used. It is compounded with the intention of being used on floors where a high gloss is required, and will give the results claimed if the directions are properly followed out, it is stated.

It is also said to be waterproof, and will resist the heel impressions to a very large extent. It is also a dealer's proposition, and selling helps will be supplied the dealer.

PORTABLE TOOL CASES

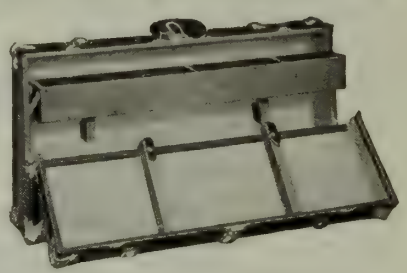
The Pilliod Lumber Co., Swanton, Ohio, U.S.A., are offering to the Canadian trade some new lines of tool cases.

Machinist tool case

They claim that the new details of construction make these tool cases even more serviceable than before. Some of the features as pointed out by the makers are the strong drawer construction, the joints being doubly locked in front, with the half lock in the rear, which eliminates nails being used as well as making it almost impossible for the drawer to come apart. The drawer slides are also said to be specially constructed, all being inlaid inside the case.

The door is also a new feature, pins being used to support the door so as to avoid running on the bottom of the case in such a way as not to interfere with the lower drawer. It is stated that this eliminates the danger of scratching the varnish of the door, as on the old style where the drawer rested on the door and then became marked in coming out, this pin working in a groove in sliding the door in and out. The door automatically locks when the top is closed by a hook bolt lock.

As will be noted by the cut, the top is especially designed to carry heavy tools. These cases are furnished in oak, mahogany and other woods, as well as



Carpenter's Tool Case

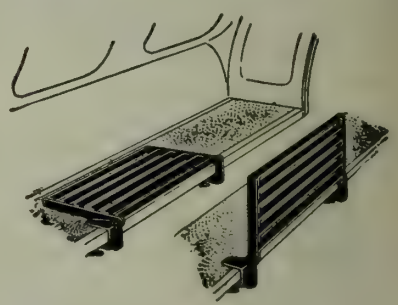
leather covered, and are fitted with polished lacquered brass and special locks.

RADIATOR

Guarantee Sheet Metal & Roofing Co., Winnipeg, are marketing to the hardware trade the Perfecto, non-burstable radiator for Ford cars. Agencies are being established among the trade in the sale of this product. The radiator is built on scientific principles, having flat tubes with spring brass fins between which give and take with the expansion and contraction resultant from the freezing of the liquid in the radiator. This is the principle on which the radiator is claimed to be safe from bursting when frozen.

RUNNING BOARD MAT

Standley Skid Chain Co., Boone, Iowa, U.S.A., are putting on the Canadian market a Running Board Safety Tread, which they claim is a great boon to auto owners, in so much that it prevents slipping when stepping on the running board and also provides the particular car owners with a unique device for



Safety Tread

scraping mud and snow from the shoes.

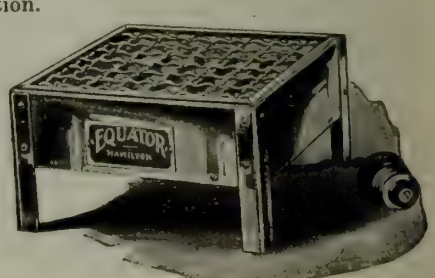
The manufacturers state that these running board mats are made so as to attach to the running board in such a way that when they become filled with mud, etc., by lifting up on one side, the surface underneath may be swept clean in very short order, one side only being attached in such a way that the pivots form hinges, which are out of the way. They also claim that this device greatly adds to the appearance of the car.

This new Running Board Safety Tread is said to weigh 2½ pounds and is 12 inches in length over all, and is attached with clamps equipped with thumb screws. So far the makers have been producing this in Black Baked Japan Finish.

TOASTER STOVES

Equator Manufacturing Co., Hamilton, Ont., are putting on the market a new line of toasters, under the trade name of Equator. The manufacturers claim that they have exchangeable heating units, made from a good grade of nickel chromium resistance wire, and are positively reliable and efficient.

The firm also have issued a new descriptive booklet, describing their line. These booklets may be had on application.



Toaster stove

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

IMPORTANT advances in prices continue to affect many of the basic hardware lines and shortages in many of the best selling articles are reported. The most important lines affected are: Roofing, building paper, sheathing, carpet and tarred felts, etc., wood handles, food choppers, pulleys, malleable and cast iron fittings, oil stoves, brushes, electric light globes, mops, wing pumps, fuel oil, hand sleighs and wagons, screw and strap hinges, calf meal, cotton twine, files, auger bits, expansive bits, tire tape, rivets and burrs.

Gasoline is up another cent per gallon. Tacks of various kinds are now quoted from a new and higher list.

The exchange situation creates uncertainty and jobbers state that if the present unsatisfactory conditions continue, they may be forced to rearrange resale prices on goods coming from the U.S.A. until such a time as the exchange recovers to more normal figures.

Notwithstanding the high prices being charged, business is said to be brisk for this season of the year and heavy bookings in some lines are reported. Collections are very satisfactory.

MONTREAL MARKETS

MONTREAL, Feb. 5—Considerable changes have been effected this week in the Montreal markets and the general opinion is that prices will not come down while the exchange rates continue to go higher. Sheets are still so scarce that trade is being seriously hampered by the shortage. Prices are unaltered, but the undertone is decidedly upward and advances are to be expected. Gasoline has advanced one cent per gallon and is very firm with upward tendencies. Iron and steel are very strong and higher prices are inevitable, it is stated, in view of the exchange situation and bareness of the market. There is a big demand for stoves and wares and although prices are unaltered, the market stands very firm. Wire and nails remain strong on an unchanged price basis. Lead products are firm under recent advances. Metal materials are very strong and several substantial advances have been effected this week. Ingot metals gather strength. Antimony has again advanced one cent and although the local market is as yet unaffected, spelter, tin and copper have sharply advanced in the London markets. General advances for the week include cotton twine, auger bits, stove polish, tap soles, brushes, rivets and pins, tire tape, expansive bits, cow bells and handles.

Felts and Roofings Have Again Advanced

Montreal.

FELTS AND ROOFINGS.—In accordance with the recent advances made by some manufacturers on felts and building papers, roofings and sheathings, a general advance is announced on what are usually considered ordinary grades. Some of the prices now effective are as follows: Tarred felt, 7, 10 and 16 ounce, per 100 lbs., $5.30; heavy dry straw, $4.8' per 100 lbs.; heavy tar straw, $5.00 per 100 lbs.; carpet felt, $6.50; ready roofing, 2-ply, $1.95 per roll; 3-ply, $2.30 per roll; ordinary dry sheathing, number 2, 80c per roll; number 1, dry, $1.30 per roll; No. 1, tarred, $1.40 per roll; No. 2, tarred, 97c per roll.

The lowest price quoted on prepared roofing is as follows for the various plys: 1-ply, $2.15; 2-ply, $2.50; 3-ply, $2.90 square. Altogether there is a very firm undertone in the market, and it would seem that advances will be governed entirely by the cost of old rags, which are used so extensively for the manufacture of this product. HARDWARE AND METAL understands that fancy prices have been paid for this necessary commodity of late, and that $75.00 per ton is a low price for old rags.

A number of Barrett Company lines are revised upward again this week as follows:

Red Star Brand, 7-oz., tarred felt, per cwt.	5 30
Bison Brand, 10-oz., tarred felt, per cwt...	5 30
Buck Brand, 16-oz., tarred felt, per cwt...	5 30
	Per Roll
Everlastic Red and Green Slate Surfaced Roofing—	
In 100-roll lots	$3 70
In 50 to 100-roll lots	3 75
In less than 50-roll lots	3 80
Two-ply Red Star Brand Tarred Ready Roofing	1 90
Three-ply Red Star Brand Tarred Ready Roofing	2 30
Everlastic "Rubber" Roofing—	
1 Ply	2 25
2 Ply	2 65
3 Ply	3 05
Panamoid "Rubber" Roofing—	
1 Ply	2 15
2 Ply	2 50
3 Ply	2 90
Anchor Brand Dry Sheathing, No. 1	1 30
Anchor Brand Dry Sheathing, No. 2	0 80
Scythe Brand Heavy Dry Straw Sheathing, per cwt.	4 85
Stag Brand Sheathing (Surprise)	0 87
Red Star Brand Heavy Tarred Straw Sheathing, per cwt.	5 00
Anchor Brand Tarred Sheathing, No. 1..	1 40
Anchar Brand Tarred Sheathing, No. 2..	0 97
Anchor Brand Carpet Felt, 16, 20 and 24-oz., per cwt.	6 50

Sheets Situation is Unimproved

Montreal.

SHEETS.—There is still a serious scarcity of sheets and the situation shows no sign of improvement. Prices are firm, with upward tendencies. The general opinion in the trade is that it is no longer a case of prices, but where supplies can be procured. Trade is badly hampered by this present shortage. Demands are very heavy for all sheets and great inconvenience is felt through the existing situation, which may remain as it is for many months to come.

BLACK—	
10 gauge	7 45
12 gauge	7 50
14 gauge	7 55
16 gauge	7 65
18-20 gauge	7 95
22-24 gauge	8 00

26 gauge	....	8 05
28 gauge	....	8 20
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	10 00
28 gauge	....	9 85
26 gauge	....	9 75
22 and 24 gauge	...	9 40
20 gauge	....	9 25
18 gauge	....	9 25
16 gauge	....	9 00
English Standard—		
28 gauge	....	11 25
26 gauge	....	11 00
24 gauge	....	10 40
22 gauge	....	10 05
18 and 20 gauge	....	9 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Gasoline Advances; Coal Oil Unchanged

Montreal.

COAL OIL AND GASOLINE.—Gasoline has advanced one cent per gallon. Coal oil remains very firm, with upward tendencies. Business is stated to be very good and the market conditions are continuing quite favorably.

Iron and Steel Standing Firm

Montreal.

IRON AND STEEL.—No further changes are recorded this week in the market, which remains very firm under heavy demands from the trade. Supplies are coming through very slowly and in view of the increasing exchange rates and the bareness of the markets higher prices are thought to be inevitable.

IRON AND STEEL

Iron finish machinery steel		$4 20
Norway iron	13 50	15 00
Single reeled machinery steel		5 40
Spring steel		5 15
Sleigh shoe steel		4 30
Tire steel		4 50
Toe calk steel, per 100 lbs.		5 20
Band steel		4 65
Harrow tooth steel		4 45
Mining tool steel, per lb.		0 22
Black diamond tool steel, per lb.		0 22
Black diamond cast steel, per lb.		0 22
Common bar iron, per 100 lbs.		4 05
Refined iron, per 100 lbs.		5 05
Mild steel		4 30

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Ropes Continue Very Strong

Montreal.

ROPE AND CORDAGE.—No fresh developments have appeared in the market this week. Prices are unaltered and rule very firm under a brisker demand. Pure manila is quoted at a 30c basis; British or Beaver manila, 26c; and sisal, 22½ cents.

Stoves and Wares in Big Demand

Montreal.

STOVES AND WARES—This market stands very firm, and although no definite advances have been effected, this week, higher prices are to be expected in the near future. As long as the exchange rates continue to climb prices will not drop. There is a big demand for wares, but, as in so many general hardware lines, supplies are still very poor and inadequate.

Stickphast Advances; Emery Cloth, Also

Montreal.

GUM.—"Stickphast" gum has advanced and is now quoted at $23.00 per gross for 1 lb. packets and $44.00 for same quantity 2 lb. packets.

EMERY CLOTH.—A general advance of 20 per cent. has been made on emery cloth.

Barbed Wire is a Good Seller

Montreal.

WIRE AND NAILS.—There is a big demand for barbed wire and the market is very strong. Last week's quotations hold for the time being, but advances are probable. No change is recorded in wire nails, which are quoted at $5.25 per keg for standard wire, and cut nails $5.85.

	80 rod reel
2 pt. x 5	$4 89
4 pt. x 6	5 30
4 pt. x 4	5 76
	Per 100 lbs.
Barbed wire (weights)	$6 15
Galvanized plain twist wire	6 65
Galvanized Coil Spring—	
No. 9	5 80
No. 12	5 95
No. 13	6 05
Galvanized plain wire—	
Nos. 0 to 8 inclusive	6 15
No. 9	5 75
No. 10	6 20
No. 11	6 25
No. 12	5 90
No. 13	6 00
No. 14	6 60
No. 15	7 05
No. 16	7 20

Lead Products Firm Under Recent Advances

Montreal.

LEAD PRODUCTS.—Lead products continue to sell well under recently advanced prices and the tone of the market is decidedly firm with upward tendencies. Good business is reported in these lines, but greater volume could be accomplished if supplies were improved.

Zinc sheets are very scarce and very firm.

Lead pipe	....	0 15
Lead waste	....	0 16
8 in. and over	....	0 17

Note.—Lead pipe is subject to a discount of 10%.

Lead traps and bends ....List plus 10%

Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb	....	0 13¾
Do., 4 to 8 lbs., sq. ft.	....	0 13½

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	....	0 44½
Solder, strictly, lb.	....	0 41½
Strictly, commercial, lb.	....	0 38½
Solder, wiping, lb.	....	0 37
Solder wire (8 gauge)—		
40-60	....	0 41
45-55	....	0 44
50-50	....	0 47
Zinc sheets, casks	....	0 17½
Do., broken lots	....	0 18

Advances in Old Metal Materials

Montreal.

OLD METAL MATERIALS.—Several advances have been effected in this market, which remains very active under heavy demands. Wrought iron, No. 1, per gr. ton, has advanced to $18.00, and pipe scrap has advanced $7.00, now being quoted at $17.00 per ton. Machinery, cast (ton(is now selling at from $35.00 to $37.00.

Dealers' Buying Prices—		
Old rubbers, boots and shoes	....	0 07½
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03
Automobile tires	0 03¾	0 04
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 09	0 10
Scrap zinc	0 07½	0 08
Light copper	15 00	16 00
Heavy copper	18 00	19 00
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	25 00
Pipe scrap, ton	....	17 00
Stove plate, ton	....	23 00
Heavy melting steel	19 00	20 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	35 00	37 00

Antimony Again Advances One Cent

Montreal.

INGOT METALS. — Markets again rule very firmly this week. Antimony gains in strength and has advanced one cent. Spelter and lead have each advanced in London. Aluminum is quiet and unchanged. Tin is stronger, and copper maintains its firm tone.

ANTIMONY. — Antimony is very strong this week and has again advanced one cent.

TIN.—Tin is very strong in London, but remains firm in the local market, where it is quoted at 73c.

SPELTER.—Spelter has advanced in the London market £1 over last week's prices. This metal is very strong. Local prices are 12¼c.

LEAD. — Lead is strong and has sharply advanced in London. Local price is ½c over last week's and is selling at 11c.

ALUMINUM.—No change has been manifested in this market and aluminum is said to be rather quiet.

COPPER.—Copper is much firmer, but New York prices are unaffected by the recent advance of £2 in London, and local quotations are unaltered.

Advances Made On Cotton Twine

Montreal.

COTTON TWINE.—A considerable advance has been made for cotton twine. The increase is equal to about 5 per cent. and in one quarter the price on 3-ply in balls is 81c per lb.; for 3-ply in cones, 1c less is being quoted.

Discount Changed For Black Files

Montreal.

FILES.—A change of discount has been made effective for black diamond files. The present discount on these to the trade is given as 30 per cent. and 2½ per cent.

New Prices For Wire Cloth

Montreal.

WIRE CLOTH.—Prices for 1920 are announced on wire cloths. This applies

to the black cloth which is now sold extensively throughout the country. The new price is $3.60 per 100 square feet, and it will be recalled by some that the opening price last year was $3.25 per 100 square feet.

Auger Bits Are Advanced

Montreal.

AUGER BITS.—An increase of price is effective for Gilmore auger bits. The discount at present on the "regular" is 12½ per cent. and that for the "special" 25 per cent. Long and short eye-bright auger bits are now selling at net list.

Stove Polish Scores Advance

Montreal.

STOVE POLISH.—An advance has been made in Sultana stove polish of the paste variety. This has advanced to $1.25 per dozen, and is a new high price. Other lines will likely advance in proportion.

Tap Soles Have New Prices

Montreal.

TAP SOLES.—Advice was given last week regarding an advance which has just been made for tap soles. This applies to only certain numbers, the most important of which are priced as follows: Number 1, 2, 3, per dozen, $4.65; (121) per dozen, $5.05; (122) per dozen, $4.85. The market is very strong.

Various Brushes Are Advanced

Montreal.

BRUSHES.—An advance totalling 10 per cent. is made for various kinds of brushes. This applies to paints and varnish, lettering, kalsomine, whitewash, and various other kinds. The advance is immediately effective.

Rivets and Pins Selling Higher

Montreal.

RIVETS AND PINS.—New discounts are out on iron rivets and pins. This is in the nature of an advance in price and the present discount is 32½ per cent. from the list.

Steel Dutcheon pins are advanced also, the list being subject to a discount of 45 per cent. No change has been made in the discount on brass.

Another Advance On Tire Tape

Montreal.

TIRE TAPE.—Another advance is recorded in the price of ordinary tire tape. The one ounce rolls are now selling at 82c per pound; two ounce at 67c; and the 8 ounce, 71c. This is the second advance within a few weeks.

Higher Prices For Cow Bells

Montreal.

COW BELLS.—Higher prices are now obtaining on cow bells. The new prices are as follows: No. 7, per dozen, $3.00; No. 6, $3.60; No. 5, $4.80; No. 4, $6.00; No. 3, $7.20; No. 2, $9.00; No. 1, $12.00; No. 0, $14.40.

New Discounts On Dart Unions

Montreal.

UNIONS.—New discounts are announced on Dart unions. The present prices on one-quarter to two-inch are the list less 17½ per cent. On larger sizes than two and a half inch, and including two and a half inch, the discount is 17½ per cent. from list, plus 7 per cent.

General Advance On Various Handles

Montreal.

HANDLES.—All shovel, scoop, and similar handles are advanced in price, the net quotation for dozen being $6.75. This applies to both the long and short handles and to the dee pattern.

Expansive Bits Are Marked Up

Montreal.

EXPANSIVE BITS.—Higher prices are being asked for Clark's expansive bits. The new prices are as follows:—No. 1, $24.00 per doz.; No. 2, $34.50. The cutters for these dips are also marked higher, the new prices being: No. 1, per dozen, $4.00; No. 2, $5.00; No. 3, $7.00; No. 4, $8.00; No. 5, $12.00.

Ru-ber-oid Roofing Has Been Advanced

Montreal.

RU-BER-OID PRODUCTS are reported at higher prices, the Grey roofing now being quoted at: 1-ply, $2.90 per roll; 2-ply, $3.30 per roll; 3-ply, $3.90 per roll. Colored roofing, 40 lbs. to roll, red, $4.45 per roll; 50 lbs. to roll, $5.20 per roll.

TORONTO MARKETS

TORONTO, Feb. 5—Many important advances are again recorded this week. Among the most important are: Roofing, building paper, sheathing, carpet and tarred felts, etc., ash handles, food choppers, pulleys, malleable and cast iron fittings, oil stoves, brushes and electric light globes. Woodenware prices have been withdrawn and higher prices may be announced. A new list has been issued on tacks, which is also above former prices.

The exchange situation is said to be serious and jobbers state if the present exchange conditions continue, they may be forced to rearrange resale prices on goods coming from the U.S.A. until such a time as the exchange recovers to more normal figures.

Very few seem to be predicting price tendencies or conditions past the first half of the present year, although it seems to be a general opinion that higher prices may continue well on to the end of the year. However, notwithstanding the present high prices, business is reported to be very brisk for this season of the year.

Electric Irons Up— Radiant, Deluxe $4 Net

Toronto.

ELECTRIC IRONS have been advanced, and the Radiant and Deluxe are now quoted at $4.00 net.

Sleds and Children's Sleighs Are Higher

Toronto.

SLEDS AND CHILDREN'S SLEIGHS.—The Canadian Buffalo Sled Company have withdrawn all their price lists on these lines for Fall delivery, and higher prices are looked for.

It is stated that this is necessary, owing to the great scarcity of wood and other raw materials, as well as the advancing costs of production.

Starr Skates Have Jumped, Now 30% Off

Toronto.

STARR SKATES have been advanced, and new and higher prices are now in effect. This is said to be due to the advancing cost of raw material, labor, also the scarcity in securing both.

The new discount now reads 30 per cent. off the list.

Black Diamond and Nicholson Files Advance

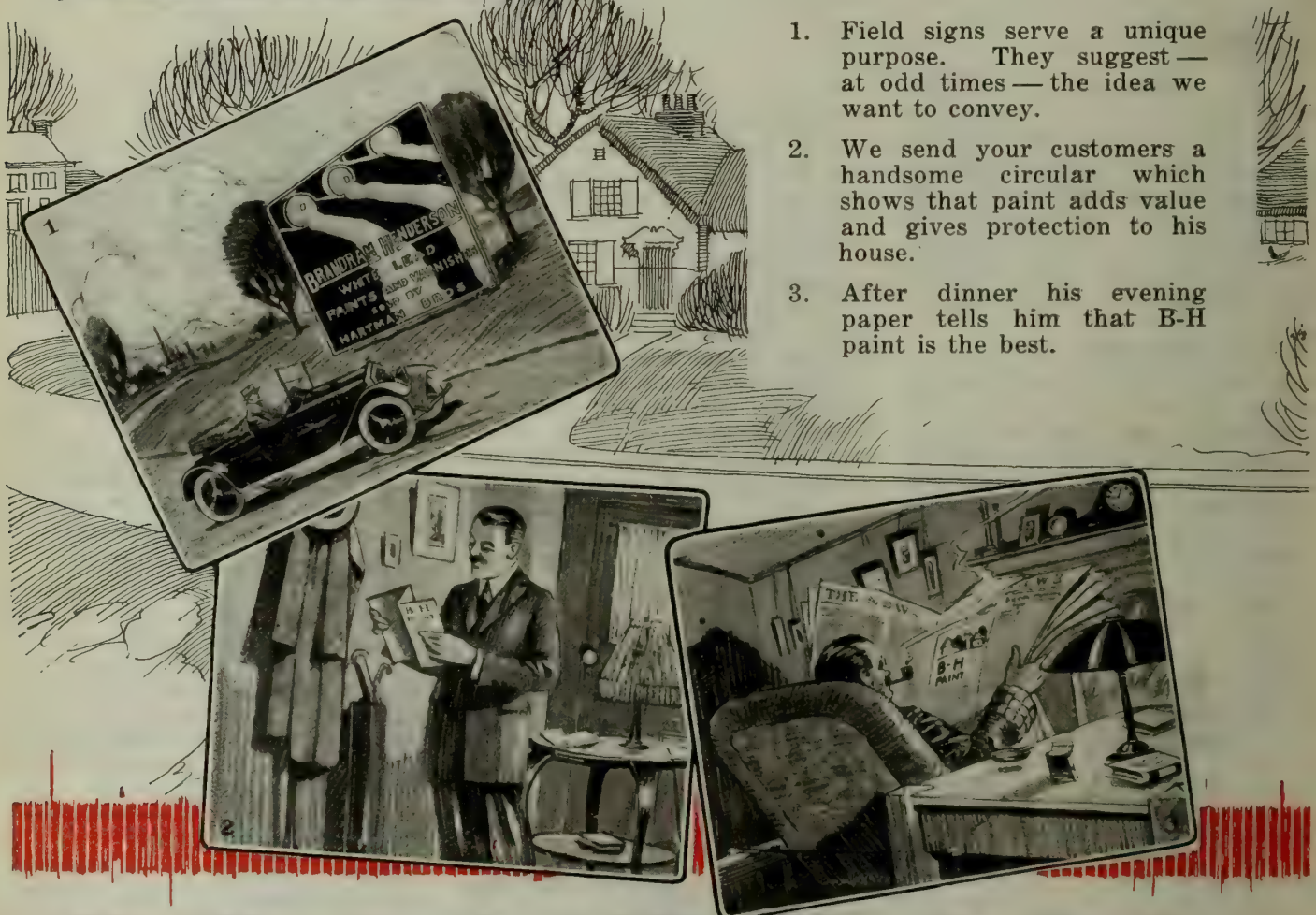
Toronto.

FILES.—The Black Diamond and Nicholson make have been advanced, and the new discount is in effect, which reads 30 per cent. and 2½ per cent. off the list.

HOW B-H Brings you

Six pictures showing six different impressions made at six different times on an average man. The high quality we put into the paint and the advertising we do for our agents makes it almost possible for you to mark "sold" on the shipment as soon as it arrives from our factory.

1. Field signs serve a unique purpose. They suggest — at odd times — the idea we want to convey.
2. We send your customers a handsome circular which shows that paint adds value and gives protection to his house.
3. After dinner his evening paper tells him that B-H paint is the best.



BRANDRAM-

MONTREAL HALIFAX ST. JOHN
MEDICINE HAT CALGARY

ADVERTISING Business

Save the surface and you save all *Paint & Varnish*

The B-H flange sign identifies your store as the paint headquarters in your town.

Write us for full particulars of the B-H agency proposition—you will not be obligated by so doing.

4. On his way to business a wall poster loudly proclaims B-H quality. By now he is convinced that B-H **is** the best.
5. The B-H Flange sign on your store front tells him **this** is the place — now is the time, and B-H is the paint.
6. All you have to do is to make the sale — both the satisfaction and the repeat order will follow as a matter of course.

-HENDERSON LIMITED

TORONTO
EDMONTON
VANCOUVER
WINNIPEG

Beaver Board Prices Changed to $43.50 Per M

Toronto.

BEAVER BOARD.—New and higher prices have been announced on Beaver Board. This is said to be due to the scarcity of raw materials and the higher prices being paid for labor, and other factors. The exchange situation is said to be a big factor as well. The new price is being quoted at $43.50 per thousand.

Building Paper, Sheathing Carpet, Tarred Felts Up

Toronto.

BUILDING PAPER.—Higher prices are announced on building paper, which are as follows: Dry fibre, No. 1, $1.30 per roll; Dry fibre, No. 2, 80 cents per roll; Tarred fibre, No. 1, $1.40 per roll; Tarred fibre, No. 2, 92 cents per roll; Surprise, 87 cents per roll; Carpet Felt, $6 per 100 pounds; Tarred Felt, $5.30 per 100 pounds.

Fork, Hoe, Axe Handles Etc., Jump About 20%

Toronto.

ASH HANDLES.—Higher prices have been announced on handles. Manufacturers claim that this may be accounted for from the fact that men in the bush are being paid almost double the wages as formerly, as well as the fact that not enough timber to cover the huge demand is being cut. As is often the case, it takes several years to dry and cure, so as to be ready to enter the manufactured product. Owing to the war, it is reported that this has been, to a certain extent, disrupted. The present advance is approximately 20 per cent., and affects hay fork, hoe, manure forks, axe handles and kindred lines.

Food Choppers Are Now Quoted at Higher Prices

Toronto.

FOOD CHOPPERS are now being quoted at higher prices. The Gem, No. 20, is quoted at $31.00 per dozen; No. 22, at $36.75 per dozen; No. 24, at $42.00 per dozen net.

Awning, Clothesline, Wall Pulleys, Up About 20%

Toronto.

PULLEYS.—An advance of approximately 25 per cent. has taken place in pulleys, and affects awning, clothes line, wall and ceiling, and other kindred lines.

Malleable and Cast Fittings Quoted Higher

Toronto.

FITTINGS.—New and higher prices have been announced on fittings. The advance will approximate 5 per cent. Class D, black, is now quoted at 27 cents per pound net; Class C, black, 18 cents per pound net; Class D, galvanized, 37½ cents per pound net; Class B, galvanized, 27½ cents per pound net. Malleable bushings are now sold at a discount of 17½ per cent. off the list. Cast bushings are also quoted at 17½ per cent. off the list. Unions are being quoted at 35 per cent. discount, while plugs are selling at 15 per cent. off the present list.

Oil Stoves and Ovens Prices Revised Upward

Toronto.

OIL STOVES AND OVENS.—Higher prices have been announced on the New Perfection line, the new discount being 30 per cent. off the list. For quantities of 102 or more, the discount is quoted at 30 and 5 per cent. off the list.

Brushes Have Been Advanced 10 to 15%

Toronto

BRUSHES.—Manufacturers have received word that all prices on brushes of their manufacture have been advanced, and any deliveries from stock that are taken at the present price are, in most cases, for immediate delivery. This has been predicted by HARDWARE AND METAL in previous issues.

The makers state that one of the biggest factors in the new prices is the fact that many commodities used in their manufacture are beyond their control; that is to say, they state their prices for immediate delivery, while the raw material generally has to be bought at prices going at date of delivery. This is said to be the case throughout most of the hardware trade, manufacturers being unable to quote prices at a specified price for future delivery. The new price is said to be about 10 per cent. to 25 per cent. higher.

Woodenware Prices Have Been Withdrawn

Toronto.

WOODENWARE.—Prices on woodenware have been withdrawn pending higher prices. This is said to be due to the great shortage of lumber. Manufacturers claim that not enough lumber has been cut within the last few years to supply the demand, and, owing to the shortage of labor, have been unable to get any supplies ahead.

Electric Light Globes Jumped About 20%

Toronto.

ELECTRIC LIGHT GLOBES.—New and higher prices on this commodity have been announced, which will approximate 20 per cent. higher than former prices. Manufacturers state that this is owing to the scarcity of glass, shortage of labor, and other factors.

Roofing Prices Have Been Revised Upward

Toronto.

ROOFING.—The R. S. Special brand has been advanced, and the new quotations are as follows: one-ply, $2.25 per roll; two-ply, $2.50 per roll; three-ply, $2.75 per roll.

Lead and Zinc Products' Firm Price Continues

Toronto.

LEAD AND ZINC PRODUCTS show no change over last week's quotations. The present prices are firm, although no immediate higher prices are looked for. The demand is said to be a heavy one, and many are already getting in line for Spring business. The following are the present quotations:

Lead pipe, list, per lb.	0 15
Lead waste pipe, list, per lb.	0 16
Do., over 8 inches, list, per lb.	0 17
Above subject to discount of 10%.	
Lead traps and bends	add 10%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lbs.	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, guaranteed, lb.	0 43
Solder, strictly, lb.	0 40½
Solder, commercial, lb.	0 38
Zinc sheets,, per lb.	0 19
Solder, wiping, lb.	0 36¾
Solder, wire, lb.	0 44¼

Sheets and Plates Firm Situation Unchanged

Toronto.

SHEETS AND PLATES.—The scarcity in this commodity continues to be very noticeable, and jobbers state their stocks are depleted. Usually, at this time of the year, jobbers and merchants all the way down the line are busy stocking up for the heavier demand which usually comes during the Summer. However, this year the demand has been greater than the supply, even in the quietest part of the season. This, then, is believed to be a reflection of what to expect during the coming season, when mills and outside work opens up to full capacity.

The car shortage is said to be a great hindrance of shipments. Some state that the mills are able to supply sheets in stated quantities, but that these shipments are held up by the delayed freight shipments, and that the jobber is practically little better off than previously.

The prices quoted here are nominal, and it may be found that some are charging prices at a variance to those shown below.

This, to some extent, may be expected, as warehouse stocks are practically cleaned out, and jobbers frequently have to go out to the local market to replace their stocks.

BLACK SHEETS—

14 gauge	8 00
16 gauge	8 00
18-20 gauge	7 45
22-24 gauge	7 45
26 gauge	7 60
28 gauge	7 70
8-16 inch plate	....
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—

	Premier		Apollo	
10¾ oz	$9 50	$10 00	$9 50	$10 45
U.S. 28	9 10	9 60	9 10	9 75
U.S. 26	8 80	9 30	8 80	9 40
22 and 24	8 65	9 15	8 65	8 20
18 and 20	8 50	9 00	8 50	9 00
16	8 35	8 85	8 35	8 80

12 and 14	8 20	8 70	8 20	8 55

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Red Metals Weaker, Iron and Steel Firmer

Toronto.

SCRAP AND WASTE MATERIALS.—Decided weakness has been shown in the red metals, while the iron and steel metals are showing a firmer price tendency. Business locally has been slightly improved, and a very good demand has been noticed, although dealers state that a number seem to be holding off, in view of higher prices pending.

The present quotations are as follows:

DEALERS' BUYING PRICES		
Pipe scrap	....	11 00
Stove plate, per ton	....	18 50
No. 2 busheling	....	13 00
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	24 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes....	....	0 06
Overseas, lumbermen's rubber boots	....	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 08
Tea lead	....	0 04
Heavy lead pipe	....	0 05¾

Gasoline and Fuel Oil Are Again Marked Up

Toronto

GASOLINE, FUEL OIL.—Owing to further advances in crude oil gasoline and fuel oil have been advanced. This was predicted in last week's HARDWARE AND METAL. The new quotations are: Gasoline, 35 cents per gallon; fuel oil in barrels, 12 cents per gallon; fuel oil in tank cars, 10 cents per gallon.

O-Cedar Mop Heads and Handle Now Sold Separate

Toronto.

O-CEDAR MOPS have been advanced. The change in price is arrived at by charging the handles at an extra price, the mop heads being listed at the former price less the handle. The new prices are: O-Cedar mop heads, $18 per dozen, less 30 per cent.; O-Cedar mop handles, $3 per dozen, less 30 per cent.

Cream Separators and Scales to Be Higher

Toronto.

CREAM SEPARATORS AND SCALES of the Renfrew Machinery make are being advanced and prices are being issued to take effect February 15 it is stated.

Boiler Tubes Firm; May Be Revised

Toronto.

BOILER TUBES.—Owing to the cold weather, the demand for boiler tubes has been very heavy. Jobbers state that there is no severe shortage, but that they are to some extent scarce, owing to the delayed shipments, and other factors.

The shortage of raw material and labor is also a decided factor, and may result in higher prices. The following are the present quotations:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	29 50	.....
1½ inch	31 50	.....
1¾ inch	32 00	$28 00
2 inch	31 00	27 00
2¼ inch	35 00	29 00
2½ inch	43 00	33 50
3 inch	50 00	42 00
3¼ inch	.....	49 50
3½ inch	63 00	46 50
4 inch	80 00	59 00

Corrugated Sheets Firm; Continue To Be Scarce

Toronto.

CORRUGATED SHEETS.—The present price on this commodity is holding very firm, with a good demand showing. It is almost impossible to make any prediction as to how long the present situation will remain.

The shortage of flat sheets is said to be causing great inconvenience. The high rate of exchange is also a decided factor for higher prices. This, coupled with the freight and labor shortage, keeps the situation on the corrugated sheets in a very unsettled condition.

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	9 25	7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Iron and Steel Bars Remain Unchanged

Toronto.

IRON AND STEEL BARS.—The situation on this commodity practically remains unchanged. Jobbers report light stocks, with fair demand. The present price is said to be a very firm one, and new and higher prices would not surprise many of the best-informed.

The shipment of freight seems to be a large factor in the present scarcity. Jobbers claim that the mills have shipments ready, and they cannot secure sufficient freight cars to ship it, The following are the present prices:

Common bar steel 3-16 and light .	....	5 25
Com. bar steel, ¼ in. and heavier	....	4.75
Com. bar iron 3-16 in. and lighter	....	5 25
Com. bar iron ¼ in. and heavier	....	4 75
Angle base	....	5 00
Horseshoe iron	....	5 25
Tire steel	....	5 20
Mild steel	....	5 00
Norway iron	....	15 50
Toe caulk iron	....	5 95
Sleigh shoe steel	....	5 00
Band steel	....	5 00
Spring steel	....	12 00
Mining drill steel	....	30 50
Sheet cast steel	....	0 95

Ingot Metals as Listed Remain Quiet, Firm

Toronto.

INGOT METALS.—Owing to the extremely high rate of exchange, and other factors, the whole list of ingots are reported quiet, and nc change in price is noted over last week's quotations.

SPELTER is showing no change, and remains at 12 cents per pound, with a limited demand offering.

COPPER remains unchanged, a fair demand being noted. The present price is quoted at 25 cents per pound, which is said to be not unreasonable.

TIN.—Owing to the high rate of exchange, the tin market has shown quietness. The present price of 73 cents per pound is holding firm, although stocks are reported low.

LEAD shows no change in price, although recent figures have been of a fluctuating nature. The quotations continue at 10½ cents per pound.

ANTIMONY.—A fair movement is noted on antimony, and the demand continues to be a fair one. The present price is 12 cents per pound.

ALUMINUM remains quiet at the price quoted of 34 cents per pound.

LONDON MARKETS

LONDON, Feb. 5—Sharp advances are again reported this week and many of the best selling lines are reported to be scarce. Some of the important lines affected are: Iron rivets and burrs, building paper, ash handles, mops, oil stoves, rifles, leather soles, wing pumps, gasoline irons, spades, shovels, scoops, hand sleighs, coaster wagons, screw and strap hinges, calf meal, wrenches, turpentine. Tacks are also higher and are now quoted from a new list.

The exchange situation is said to be serious and is affecting prices on commodities made in the U.S.A. Notwithstanding the high prices, business continues good and a large volume is being handled. Fishing tackle and baseball goods are reported to be moving briskly and there is some indication that these lines may show a shortage.

Iron Rivets and Burrs Quoted at 32½% Off

London, Ont.

IRON RIVETS AND BURRS have advanced about 5 per cent., and the new prices are 32½ per cent. off the list, plus the usual extras for coppered and tinned.

Building Paper Prices Revised Upward

London, Ont.

BUILDING PAPER.—Stiff advance has taken place in building paper. This is said to be due to the shortage of waste materials and other raw materials used in the manufacture of this commodity. The prices on some of the lines affected are as follows:

No. 2 Plain Paper, per roll	0 80
No. 1 Plain Paper, per roll	1 30
Stag or Surprise, per roll	0 87
No. 2 Tarred Fibre, per roll	0 97
Tarred Felt, per 100 lbs.	5 50
Carpet Felt, per 100 lbs.	6 50

Manila Fibre Up; Rope Shows No Change

London, Ont.

ROPE. — Notwithstanding the many advances noted on the primary markets for manila fibre, the rope situation has not been changed. The present demand is said to be gradually increasing, and heavy volume of business is expected for the coming season. The present quotations on rope are as follows:

Pure Manila, 31c lb. base; Beaver Manila, 26c lb. base.; New Zealand Hemp, 26c lb. base; Sisal, 22½c lb. base.

Nail Prices Unsettled; Continue To Be Scarce

London, Ont.

NAILS.—The present nail situation is a very unsettled one, and it is a belief of some that higher prices may be expected; but whether this takes place or not remains to be seen. The present demand is said to be even greater than the supply. This is said to be gradually increasing, owing to the growing demand from the United States. The present price of nails is $5.20 base; cut nails are selling at $6.25 base.

Fork, Rake, Hoe, Shovel Handles Up About 20%

London, Ont.

HANDLES.—All fork, hoe, rake and shovel handles have been advanced. This is said to be in harmony with other commodities which are made of wood. The new advance is approximately 20 per cent. higher than former prices, and is now being quoted at 10 per cent. additional to the list.

Tack Prices Have Been Revised Upward

London, Ont.

TACKS.—New prices have been announced on carpet, cut, upholstery tacks and clout nails. This is in the shape of a new list. A new discount is also issued, which reads 70 per cent. off the new list.

O-Cedar Mops Advance; Handles Now Charged For

London, Ont.

O-CEDAR MOPS.—Sharp advance has occurred in this line. This advance is arrived at by charging $3 per list for handles, subject to 30 per cent. discount, which were previously included with the mop head without extra charge, it is stated.

New Price: Nos. 1, 3, 5 and 14, $14.70 net cash. Handles, $3.00 per dozen, less 30 per cent.

Oil Stoves and Ovens New Price Quoted

London, Ont.

OIL STOVES AND OVENS.—Higher prices have been announced on New Perfection Brand of stoves, heaters, ovens, wicks, etc. The following are the new prices:

	List
STOVES—	
2-burner, each	22 00
3-burner, each	27 00
4-burner, each	35 00
HEATERS—	
No. 525, each	7 50
No. 530, each	8 50
No. 630, each	11 50
OVENS—	
No. 21G, each	6 50
No. 22G, each	8 25
No. 41G, each	6 75
No. 42G, each	8 50
Discount 30 per cent. In lots of 10 or more the discount is 30 and 5 per cent.	
Stove Wick No. 21, per doz.	3 60
Heater Wick No. 500, per doz.	1 60

In gross lots less 5 per cent.

Stevens Rifles Again Record An Advance

London, Ont.

STEVENS RIFLES.—New and higher prices have been announced on this line. This is said to be in line with prices of commodities composed of the same materials. The following are the present quotations on some of the better-known lines.

Marksman, No. 2, each	9 15
Little Scout, No. 14½, each	6 00
Crackshot, No. 26, each	7 20
Favorite, No. 17, each	11 00
Repeater, No. 70, each	17 80

Leather Soles Higher; New Prices Are Firm

London, Ont.

LEATHER SOLES.—Sharp advances have occurred on this commodity. Some of the quotations are as follows:

Boys' No. 30½, doz. pair	3 95
Boys' No. 31½, doz. pair	3 65
Ladies' No. 37½, doz. pair	2 85
Misses' No. 43½, doz. pair	2 30
Men's No. 121, asstd., doz. pair	5 05
Men's No. 122, asstd., doz. pair	4 85
Men's No. 122, all size 11, doz. pr	5 80
Men's No. 123, asstd., doz. pair	4 65

Wing Pumps Show New Higher Quotations

London, Ont.

WING PUMPS. — New and higher prices have been proclaimed on this commodity, which are as follows:

New Prices: No. 1, $8.25 each: No. 2, $9.25 each: No. 3, $11 each; No. 4, $12.75 each; No. 5, $15.25 each.

Gasoline Irons Up; Comfort Brand $5.75

London, Ont.

GASOLINE IRONS.—Higher prices have been announced on this commodity, the Comfort now being quoted at $5.75 each net.

Spades, Shovels, Scoops, New Discount 45% Off

London, Ont.

SPADE SHOVELS AND SCOOPS have advanced about 5 per cent. This may be due to the advancing cost of iron and steel, as well as the higher prices being paid for lumber. The new discount is quoted at 45 per cent. off the list. Some of the better-known lines are shown below at a net price.

Net Prices figured at new discount for Spades and Shovels—	
Black Cat or Star, doz.	14 20
Fox or Olds, doz.	14 75
Bull Dog or Jones, doz.	16 95
SCOOP SHOVELS (figured net new price of 45 per cent. off the list)—	
(Not Polished)	
Black Cat No. 2, doz.	17 60
Black Cat No. 4, doz.	18 30
Black Cat No. 5, doz.	18 65
Black Cat No. 6, doz.	19 00
Black Cat No. 8, doz.	19 70
Black Cat No. 10, doz.	20 40
(Not Polished)	
Moose Scoops No. 4, doz.	19 68
Moose Scoops No. 6, doz.	20 38
Moose Scoops No. 8, doz.	21 08
Moose Scoops No. 10, doz.	21 78

Hand-Sleigh Prices Have Been Advanced

London, Ont.

HAND SLEIGHS of the Canadian Buffalo Sled make have advanced. This is said to be in harmony with nearly all products whose basic material is of wood. It is stated that wood used for making nearly all commodities is very scarce, and that this is due to the fact that very little timber has been cut this last few years; and it also requires several years to cure before it is properly fit for use. The new advance is about 10 per cent. higher, making the new discount 35 per cent. off the list.

Auto Coasters and Wagons Up About 10%

London, Ont.

AUTO COASTER WAGONS.—Sharp advances have been announced, and are recorded in the way of the list and discount. The new list is shown below, with the net prices figured at a discount of 35 per cent. off the list.

		List	Net
Number	00, doz.	55 65	36 17
	01, doz.	98 50	64 09
	1, doz.	118 95	77 32
	2, doz.	131 50	85 48
	3, doz.	145 60	94 64
	4, doz.	165 95	107 87

Royal Purple Calf Meal Prices Advance

London, Ont.

ROYAL PURPLE CALF MEAL.—Sharp advance has been noticed on this line. Some of the new prices are quoted as follows: 25 lb. bags, $5.60 per 100 lbs.; 50 lb. bags, $5.55 per 100 lbs.; 100 lb. bags, $5.50 per 100 lbs.

Screw and Strap Hinges Net Prices Herewith

London, Ont.

SCREW AND STRAP HINGES.—This line of hinges is now being quot-

ed at 5 per cent. discount off the list. The net prices are as follows:

6-inch, per dozen	4 09
8-inch, per dozen	4 56
10-inch, per dozen	6 08
12-inch, per dozen	6 65
15-inch, per dozen	7 12
18-inch, per dozen	10 45
21-inch, per dozen	11 78
24-inch, per dozen	15 20

Knife-Handle Wrenches Have Been Marked Up

London, Ont.

KNIFE HANDLE WRENCHES.—New and higher prices are being quoted on this line of wrenches. This is said to be in harmony with recent advances in other commodities whose basic metals are iron or steel. The new prices are as follows:

6-inch, per dozen	12 20
8-inch, per dozen	14 65
10-inch, per dozen	17 90
12-inch, per dozen	22 75
15-inch, per dozen	30 90
18-inch, per dozen	39 00
21-inch, per dozen	47 15

Turpentine Prices Have Been Advanced

London, Ont.

TURPENTINE.—This week showed an advance of 10 cents per gallon. The present condition is a very firm one, and many are looking for higher prices, although the situation is a hard one to gauge owing to so many factors bearing on the case. The present quotations are as follows:

1-bbl. lots, imperial gal	3 05
2 to 4-bbl. lots, imperial gal	3 04
5-gal. lots, imperial gal	3 20

White Lead in Oil; Big Demand Noted

London, Ont.

WHITE LEAD IN OIL.—No change in price is noted this week, although the present price is holding very firm. Big demand is expected for this commodity, although it would be hard to state just what the future will show in the way of higher prices. The present prices are as follows:

Pure, in ton lots, $18.45 per 100 lbs.; less than ton lots, $18.80 per 100 lbs.; Elephant, in ton lots, $18.95 per 100 lbs.; less than ton lots, $19.30 per 100 lbs.

Linseed Oil Firm; Price Shows No Change

London, Ont.

LINSEED OIL continues to hold at a very firm price. Notwithstanding the fact that Spring deliveries and Spring business is almost on hand, the price on raw boiled oil continues to hold at a very firm figure, and present prices do not point to any lower prices. The present freight shortage may be a factor, as wheat and other grains have the preference of freight transportation.

	Raw	Boiled
1 to 2 bbls., per gal	2 57	2 60
3 to 5 bbls, per gal	2 56	2 59
6 to 9 bbls, per gal	2 54	2 57
Less bbls., add 15 cents gal.		

Putty Prices Firm; Demand Continues Brisk

London, Ont.

PUTTY.—Putty remains firm at last week's quotations, and it is stated that lower prices are not expected for some time to come. The present demand continues to be a heavy one, and good volume is expected to move during the coming season. The following are the present quotations:

Standard,	100-lb. drums, 100 lbs.	$7 30
	25-lb. drums, 100 lbs.	7 55
Pure,	100-lb. drums, 100 lbs.	9 80
	25-lb. drums, 100 lbs.	10 05

Dry Arsenate of Lead New Prices Issued

London, Ont.

DRY ARSENATE OF LEAD.—Some of the prices have been announced for Spring shipping on this commodity, which are as follows:

½-lb. kegs, per lb	0 43½
1-lb. kegs, per lb	0 39½
5-lb. kegs, per lb	0 36
10-lb. kegs, per lb	0 35
25-lb. kegs, per lb	0 34
50-lb. kegs, per lb	0 33½
100-lb. kegs, per lb	0 33
Net cash.	

WINNIPEG MARKETS

WINNIPEG, Feb. 5—Higher prices on many important lines are reported this week. As has been apparent for some time, each successive week shows greater and wider activity. Chief among the lines affected in the week's changes are: Wrenches, agricultural, machinists', knife handle, general purpose and Stillson pipe wrenches, leather whip lashes, lace leather, mica, Gillett's lye, bamboo fishing rods and fish hooks.

These changes involve many important and well-known makes and although the new advances are not necessarily of a high nature, it is believed that the present unsatisfactory condition of the iron and steel markets are in some way, if not directly, responsible.

Great scarcity of commodities is the present problem confronting manufacturers and unless larger quantities are soon forthcoming, lines in which iron and steel are a part will in the future show greater and probably more frequent advance than has occurred for some time, it is stated.

Following the close of the old year's business and general stock taking, great satisfaction is being expressed on the present brisk business that is now prevailing throughout the West. This augurs well for the record-breaking volume of business that is expected with the coming of spring and every indication points to this expectation being realized. A certain amount of anxiety is being felt, however, among all dealers regarding the present shortage of supplies and it is questionable whether the present inadequate supply will be sufficient to meet the demand.

Wrenches Show Average 12% Over Previous Prices

Winnipeg.

WRENCHES.—This week's changes show further activity and further increase has occurred. This new change can be attributed to the present state of the metal markets, and the general acute shortage of supplies, and future high prices may be expected, it is stated. The latest quotations ruling are:

General Purpose Wrenches—Sizes 6¼ in., $2.35; 7⅛ in., $3.00; 8¼ in., $3.80; 9¼ in., $6.00; 10⅜ in., $6.55 dozen.

Agricultural Wrenches—Sizes, 6 in., $7.00; 8 in., $8.40; 10 in., $9.80; 12 in., $12.60; 15 in., $16.80 dozen.

Machinist's Knife Handle Wrenches—Sizes, 8 in., $15.00; 10 in., $18.50; 12 in., $24.00; 15 in., $32.50; 18 in., $40.00; 21 in., $49.00 dozen.

Stillson Pipe Wrenches—Sizes, 6 in., $1.10; 8 in., $1.13; 10 in., $1.15; 14 in., $2.13; 18 in., $2.75; 24 in., $4.00; 36 in., $7.43 each.

Leather Whip Lashes Show Advance of 30%

Winnipeg.

WHIPLASHES.—This week records a 30 per cent. increase on old prices. This rather startling advance is no doubt due to the present very acute shortage of leather that is at the present time worrying manufacturers.

This shortage, it is expected, will continue, for not only is leather scarce, but great scarcity exists in the necessary commodities used in the making of leather, especially tanning. The new prices are as follows:

Whiplashes.—Horsehide, length, 4½ ft., $4.38; 5 ft., $4 88; 5½ ft., $5.35; 6 ft., $5.85 doz. Imitation buck, length, 4 ft., $3.90; 4½ ft., $4.40; 5 ft., $4.90; 5½ ft., $5.40; 6 ft., $5.85 doz. Rawhide,

Continued on page 78

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

130. **Woodenware.**—A Birmingham company ask to be placed in correspondence with Canadian manufacturers of handles, clothespins, washboards, etc.

132. **Handle parts, fibre, wheels.**—A commercial agency wishes to get into touch with Canadian manufacturers of the following articles: Cross handle parts (for baby carriages), fibre (used as a substitute for reed or rattan), wheels of all kinds (as used on boys' express wagons, toys and go-carts).

134. **Fire-fighting apparatus.**—A French concern located in Paris wishes to be put in touch with Canadian concerns that can supply them with fire-fighting apparatus and accessories of fire departments; wants to be agent for France and Belgium. References.

136. **Furs, oilcake.**—A French association with offices in Paris wants to buy Canadian furs, also oilcake.

138. **Representation in India.**—A company formed for the purpose of developing Indian and Colonial trade desires to be brought in touch with Canadian firms with a view to representation or otherwise in India. The resources of the company are ample and the selling organization will be such as to secure a thorough working of any business they undertake.

140. **Agencies in Colombia.**—An importer in Bogota, in the Republic of Colombia, desires to be brought in touch with Canadian exporters and manufacturers with a view to obtaining agencies for Colombia. The method of doing business in Colombia with American firms is as follows: New York exporters ship to this place, drawing on the consignee at 120 days' date against shipping documents. The draft is sent to a local bank for collection, and in addition to the confidential discount which the shipper received from the manufacturer, 5 per cent. in buying commission is charged and interest at the rate of 6 per cent. per annum and bank collecting commission is added to the draft.

143. **Representation in Argentina.**—A British commission merchant in Buenos Aires, with twenty years' experience in Argentina, wishes to act as a representative of Canadian exporters. He wishes particularly to get into touch with firms dealing in products which may be of use to cattle ranchers and farmers.

144. An Englishman about to visit Canada wishes to get into touch with Canadian manufacturers of lacrosse and other sports goods.

145. An Englishman about to pass through Canada on the way to the Fiji Islands, where he proposes to establish a commercial agency, would like to get into communication with Canadian manufacturers or Canadian firms prepared to export fish, confectionery, agricultural machinery, hardware, electrical machinery, and oil engines, motor fuel, boots and shoes, etc.

150. **Beds, glassware, glucose.**—A prominent Havana commission agent wishes to get in touch immediately with Canadian manufacturers of beds, glassware and glucose. He would like the interested parties to send him at one time fullest particulars of their propositions so that he can at once start to work if these are agreeable to him.

151. **Agencies in Italy.**—A manufacturer's agent in Naples, Italy, with large capital, desires to take up agencies for Canadian firms in machinery of every kind, electrical articles and connections, mineral oils, technical articles, utensils and crucibles. Speaks Italian, English, French and German. Conditions of sale with foreign firms on arragement or thirty days. References.

155. An importer in the Island of Crete desires to be brought in touch with Canadian manufacturers of agricultural implements, viz.: Sub-soil ploughs, ridging ploughs, potato risers, potato planters, harrows, disc-harrows, for motor traction; farm tractors, farm windmills, pumps and irrigation systems, potato seeds and tubercles export, woodenwares and hand agricultural implements.

Kills Partner's Son in Hardware Store

Victoriaville, Que.—Alphonse Letourneau, hardware merchant of this town, shot Alphonse Auger, the son of his business partner, in the presence of Constable Bedard, after a feud of long duration, which culminated in an alleged threat on Letourneau's life by the deceased.

The two men had engaged in a hot battle of words during the previous afternoon, the source of argument having been a flock of hens, Auger being a poultry fancier. Auger is then supposed to have threatened Letourneau, and the latter wrote him a letter, through a notary, warning him to keep away. The letter was delivered to Auger by Constable Bedard, and Auger, immediately upon receiving it, went to Letourneau, the constable accompanying him.

Letourneau was standing behind the counter in his store, that of the Letourneau & Auger Co., when the two entered. Auger went to him, and angrily protested against what he said in the letter. Letourneau retaliated by drawing a revolver from his pocket and shooting five times into Auger's abdomen. The latter fell, fatally wounded. He was taken to the hospital at Arthabaskaville, where he died without regaining consciousness.

Immediately after the shots were fired Letourneau, accompanied by Constable Bedard, went to the police headquarters and gave himself up. There he waited anxiously for news of Auger's condition, and early to-day, when the message of the latter's death at Arthabaskaville had been received, he broke down and wept.

Both men are very well known throughout Arthabaskaville county, having been engaged in business here for many years.

Housing Plan Dead in Cape Breton

Sydney, N.S.—The Cape Breton council has decided to take no steps locally for the adoption of the Dominion-Provincial housing scheme. Some councillors said that, although the city of Sydney nearly a year ago complied with the provision of the act by appointing a local housing commission, nothing further has come out, and under the circumstances it would be a waste of time for the council to go through it again. The matter was dropped.

LT. J. V. McKENZIE

Of the staff of the MacLean Publishing Company, who has been appointed Canadian Trade Commissioner to Scotland with headquarters at Glasgow.

Big New Warehouse For Marshall Wells

The Marshall-Wells Company, wholesale hardware firm of Winnipeg, has completed the agreement for the purchase of and became owner of lots 31 to 40 inclusive in block 186, corner St. John Street and Seventh Avenue, Regina. The property is 250 feet by 125 feet, with trackage facilities for 250 feet. The purchase price was not made public.

Marshall-Wells will commence building operations this spring on a $200,000 warehouse on the property acquired from Major W. G. Bishop. The company plans to make Regina its central distributing point for the province and will also serve its Western clientele from this point.

Marshall-Wells Company have been in the wholesale hardware business in Winnipeg for many years, and established a strong connection with the retail trade of the West.

Revised Hardware Tack List

As Stated in Last Week's Issue of "Hardware and Metal," a New List on Tacks Has Been Issued. This is Given Below, and is Subject to a Discount of 70 Per Cent.

Adopted January 30th, 1920

TACKS — Half-Weight	1	1½	2	2½	3	4	6	8	10	12	14	16	18	20	22	24	oz.
	LIST PER DOZEN.																
Cut Tacks — Blued	70	100	108	112	123	47	210	261	309	356	415	475	534	593	653	712	cts.
Cut Tacks — Tinned	81	108	119	126	139	169	242	304	363	420	490	560	630	700	770	840	"
Carpet Tacks — Blued					106	33	189	241	294	345	403	460	518	575	633	690	"
Carpet Tacks — Tinned					122	55	221	284	348	409	478	545	614	682	750	818	"
Gimp Tacks — Blued	65	80	96	113	115	146	205	259	306	354	413	472	531	590	649	708	"
Gimp Tacks — Tinned	71	88	107	127	131	168	237	302	360	418	488	557	627	697	766	836	"

In Bulk — 100-lb. 50-lb.— 25-lb. Packages	1	1½	2	2½	3	4	6	8	10	12	14	16	18	20	22	24	oz.
	LIST PER POUND																
Carpet Tacks — Blued					78	72	70	69	67	65	65	65	65	65	65	65	cts.
Carpet Tacks — Tinned					92	86	84	83	81	79	79	79	79	79	79	79	"
Swedes' Cut and Trimmers' Tacks—																	
Blued	184	160	127	104	93	82	80	76	72	68	68	68	68	68	68	68	"
Tinned	198	174	141	118	107	96	94	90	86	82	82	82	82	82	82	82	"
Upholsterers' Tacks — Blued	139	115	102	91	84	79	77	74	70	67	67	67	67	67	67	67	"
Upholsterers' Tacks — Tinned	153	129	116	105	98	93	91	88	84	81	81	81	81	81	81	81	"
Basket Tacks — Blued	191	180	154	136	110	92	91	79	75	69	69	69	69	69	69	69	"
Basket Tacks — Tinned	205	194	168	150	124	106	105	93	89	83	83	83	83	83	83	83	"
Gimp Tacks — Blued	155	123	111	104	85	81	77	74	70	67	67	67	67	67	67	67	"
Gimp Tacks — Tinned	169	137	125	118	99	95	91	88	84	81	81	81	81	81	81	81	"
Lace Tacks — Blued	183	154	130	116	110	98	84	78	71	69	69	69	69	69	69	69	"
Lace Tacks — Tinned	197	168	144	130	124	112	98	92	85	83	83	83	83	83	83	83	"
Solid Head Japanned Lining Tacks				95	88	80	77	76	74	72	72	72	72	72	72	72	"
Trunk Tacks, Oval Head — Black					84	80	77	74	70	67	67	67	67	67	67	67	"
Trunk Tacks, Oval Head — Tinned					98	94	91	88	84	81	81	81	81	81	81	81	"
Bill Posters' Tacks — Blued			72	68	66	65	64	64	63	63	63	63	63	63	63	63	"
Bill Posters' Tacks — Tinned			86	82	80	79	78	78	77	77	77	77	77	77	77	77	"
Copper Tacks (all sizes)	260																

Canvas Tacks, Cheese-Box Tacks, Curtain and Shade Tacks, Broom Tacks — Take same List as Upholsterers' Tacks.

Railroad Tacks, Roofing Tacks, Hide Tacks — Same List as Billposters' Tacks.

Looking-glass Tacks, Picture Frame Points — Same List as Lace Tacks.

Truckers' Tacks, Berry Box Tacks — Same List as Basket Tacks.

GOODS SOLD BY LENGTH.	⅜	½	⅝	¾	⅞	1	1⅛	1¼	1½	1¾	2	
	LIST PRICE PER POUND											
Clout Nails — Blued	90	74	71	70	69	68	67	67	66	66	66	cts.
Clout Nails — Tinned	104	88	85	84	83	82	81	81	80	80	80	"
Trunk Nails — Blued		74	73	71	70	70	68	67	67	67	67	"
Trunk Nails — Tinned		88	87	85	84	84	82	81	81	81	81	"
Basket Nails, Chair Nails, Cigar Box Nails — Blued or Bright	82	79	77	76	74	73	72	70	68	68	68	"
Do. Do. —Tinned	96	93	91	90	88	87	86	84	82	82	82	"
Copper Nails (all sizes) 230												

NET EXTRAS FOR PACKING

1-lb., 5-lb., 10-lb. Pprs.	$1.50 per 100 lbs. Net
½-lb.	2.50 per 100 lbs. Net
¼-lb.	3.50 per 100 lbs. Net
⅛-lb.	4.50 per 100 lbs. Net

Brass Plated, Copper Plated, Japanned, Galvanized — Prices quoted on application.

Driving Home the Value of Painting

Property Owners Need No Other Argument Once They Are Confronted With the Ravages of the Elements on Property That is Not Adequately Protected—Personal Talk by the Merchant Will Often Help Things Along

"I MUST do the work as soon as possible in the Spring," is what many an owner of property has told himself recently after making an examination of woodwork and other materials. There are thousands of these people in the country, and the hardware man who is selling paint can make more of them by urging them to investigate for themselves and see just what is happening to property that has not been properly protected.

This little matter of urging property owners to make a little closer inspection will open the way for larger sales of paint. It will demonstrate to the owner just what he is allowing to happen by not applying protecting coats and there are very, very few of them who will fail to be impressed.

DO IT PERSONALLY

Keep after every prospect, but especially after those who have not acquired the painting habit. Many of them will be surprised once they realize the extent to which the elements have been feasting on unprotected wood and other things. No further argument is usually needed after they have examined and seen fo rthemselves the deterioration that is taking place. What strikes most of them so forcibly is that it can happen so fast.

FOLLOW THEM UP

A discussion about paint can often be brought about by the dealer himself going over and closely examining the property and calling attention to the necessity of paint. The store staff can also be coached to carry on the same method of personal sales promotion as they move about among their friends and acquaintances in the town.

A GOOD SLOGAN

For advertising purposes, the slogan, "Examine your house," or any other simple sentence conveying the idea can be adopted for the spring advertising campaign. Don't fail to tell the reasons why the property should be examined. It may be for paint, window screens, door knobs, window glass and a host of other articles that can be used in the up-keep of property.

Paints and varnishes may be used as the leading theme for such an advertising campaign. The other lines may be taken up as the dealer sees fit.

MAKE THEM SEE IT

Get down to the job of getting property owners more intimate with the needs of their property. Too often one takes a to general view of things and draws general conclusions that are more or less wide of the mark. This may be said regarding retail merchandising as well as of paint.

See what you can do to boost your paint and varnish sales by getting close to the needs of your trade, and thereby devising some means of getting property owners closr to a realization of the nee'ls of protection with paint.

A neat arrangement of stock is always a great help in increasing turnover and giving the paint department a prominent place in the store makes the various lines help to sell themselves. Many hardware merchants have found that it pays well to have their stock of brushes displayed with the paint and varnish.

Get Them Thinking About Spring Painting

Forestall spring and your competitors. Don't wait until too late, but start in right now to "educate" your paint trade for spring. Keep *Moore's House Colors* well displayed where all can see. Implant the spring painting idea so firmly in the minds of your customers that when the weather does open up sales will come naturally and easily.

Start now—and keep it up. You'll be well rewarded.

If not already selling *Moore's Ready Mixed Paints* write us for our attractive agency proposition. It will pay you to investigate this high quality line.

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto

Maritime Sales Manager:
R. C. Blakeney, 267 South St., Halifax, N.S.

Western Sales Manager:
J. B. Cleveland, Box 821, Saskatoon, Sask.

Sherwin-Williams Co. Gets Acme White Lead

Detroit.—The Acme White Lead & Color Works, of Detroit, will be sold to a new corporation, which will continue it as a Detroit concern and under the same management. Stockholders of the company, at a meeting, ratified the sale proposal as formulated by the directors. The deal involves about $6,000,000, and, after the retirement of the preferred stock and the payment of other obligations, will leave about $47 a share for the common stockholders. Par of the common is $25. The new company will be controlled by the Sherwin-Williams interests of Cleveland.

George A. Martin, vice-president of the Sherwin-Williams Co., and O. Horace Andrews and W. B. Stewart, of Detroit, are named as the incorporators of the "Interstate Paint & Varnish Co. of Detroit," capital $10,000, to manufacture and deal at wholesale in paints, varnishes, etc., and their ingredients.

Linseed Oil Prices Expected To Be Firm

Linseed oil crushers are not looking for any reduction in prices of oil during the first half of the year. While prices have shown considerable fluctuation, and are expected to continue to do so, the crushers are not looking for quotations to show any material declines. The whole situation, in regard to oils, is in a most unsettled state, and there are so many factors affecting the markets that the men in the trade who are closest to the situation are unwilling to make predictions as to what may happen even a few days ahead. It is generally conceded that the flax crop, in both Canada and the United States, is insufficient to meet the demand. While Europe is badly in need of supplies, the exchange situation is proving a bar to any extensive business. This leaves the future largely in the hands of Argentine, and that country's crop is apparently depended upon to relieve the shortage. As far as Russia is concerned, crushers see little chance of any immediate supplies getting out, even if they are available.

HAVE ISSUED CALENDAR

The American Zinc, Lead and Smelting Company, 1001 Pierce Building, St. Louis, Mo., has issued to the trade a most attractive calendar. It is made of enameloid and the color scheme is blue border with gold and white interior. The calendar pad covers three months and is so arranged that one can refer either backward or ahead without turning any of the leaves. The dates of the present month are printed in red, while the dates of the month past and the month to come are printed in blue.

Canadian Electric Steel Ltd., capital $5,000,000, head office Montreal, plans to manufacture and deal in steel and iron products.

The Brush Department

Many Brushes Spoiled by Abuse

Hardware Merchant Can Save Time and Trouble for Himself by Giving His Customers a Few Pointers About the Care of Brushes

THERE are a lot of good kalsomine brushes or, as some people call them, whitewash brushes spoiled or abused nearly every day, and, in a good many cases, the manufacturer is the first to get the blame. Only a few weeks ago, a would-be, or make-shift, painter purchased a pair of good brushes and, for work he was doing, used a hot or warm mixture. As soon as the brushes were put into this mixture the bristles became all curled and twisted, and this "would-be" mechanic rushed the same back to the hardware dealer, telling him that the brushes were no good.

Sends Them Back

The dealer, without asking any questions, in cases of this kind, sends them back to the manufacturer and asks for credit or new brushes to replace them. There is not a brush made in long bristles that can be used in hot or warm wall finish, and dealers should impress upon their customers that mixtures should be thoroughly cooled before putting the brush into the color. Of course, there are special brushes made for hot glue or size.

The writer has in mind a case of a painter coming into a hardware store and buying a good white bristle kalsomine brush that, in pre-war days, sold at an approximate price of $6.00 each. The painter had an open account with this hardware, and in about half an hour after, while the writer was still in the store, he came back with the brush in his hand, and said: "Look at this nice brush sold me."

Were Burned Off

The dealer looked surprised, and, after a little cross-examination, found that this party had put the brush into lime color that had not been properly slacked, and burnt the bristles almost completely off the handle. He was man enough to admit his mistake, and was properly cautioned as to the use of such materials. He bought another brush, but it was an expensive experiment.

The writer happened to meet this same painter a few months after in a store, and asked him if he spoiled any more brushes. He remarked that that was eating up money very fast, and that he was more careful and asked for information about brushes every time he bought one.

Hardware merchants should impress on every purchaser of whitewash brushes or kalsomine brushes not to put them in any hot or warm mixtures.

A further illustration of the hot stuff was after the terrible fire and explosion at Halifax, when there were a lot of "green" glaziers trying to put in glass, who knew as much about putty knives as running an airship without training. The putty was hard and would not work up, and one fellow said: "Say, Bill, what will I do with this putty?" Bill replied: "Oh, put the can on the stove and warm it." So "Green" did so, and innocently let it get warm, and, without asking any questions, stuck his hands into the warm putty. It took the skin all off his hands, and he howled with the pain. They rushed him off to the hospital; but he never came back to do any more work of that kind. If everyone stuck to his own line of work there would be less accidents.

Store and Office Staffs Entertained

ST. JOHN, N.B.—The firm of T. McAvity & Sons, on Thursday evening, entertained the members of their Water Street stores and office staffs at a dinner which was a very pleasant affair. The party drove to Pleasant Point in big sleighs, and sat around two long tables at "The Bungalow." After the dinner, H. L. Myers, who presided, proposed "The King," the toast being honored in music. G. C. McAvity was called upon to respond to the toast to the firm. J. H. Knox proposed "The Ladies," to which C. J. Seeley and Miss B. A. Price responded. The office staff was spoken to by J. B. Hamm, while H. L. Treat, factory superintendent, upheld the honors of the staff there, and E. A. Wood spoke on behalf of the moulding department. The whole affair was greatly enjoyed. Mr. and Mrs. H. L. Treat, Mr. and Mrs. G. L. Myers and Mr. and Mrs. J. B. Hamm acted as chaperones.

BOECKH TRADE MARK EST^D 1856 TORONTO

Boeckh's Rubber Set Shaving Brushes

arouse the favorable interest of your customers at once. Not only that, but Boeckh's Brushes attract and sell the customer because skilful consumer advertising is making more and more people aware of the merits of these reliable, durable brushes.

Boeckh Brushes are Rubber Set—the bristles can't come out. In setting the bristles in rubber they are put through a vulcanizing process which requires 260 degrees temperature for 10 hours. Boeckh Brushes are perfectly sanitary—a good point for your customers to know.

Every Brush Guaranteed Perfect
The Bristles Can't Come Out

The Boeckh Company, Ltd.

Toronto, Canada
Established 1856

Two New Appointments Made by the Standard Paint Company

HERBERT KENNEDY has been appointed general manager of the Standard Paint Company of Canada, Ltd., 52 Victoria Square, Montreal, Que. Mr. Kennedy succeeds the late Charles L. Shainwald, who died suddenly in November last.

Mr. Kennedy has been associated with the Standard Paint Company at Montreal for the past ten years. He was general superintendent of the Standard Paint Company of Canada, Ltd., and also general manager of manufacturers for the Ruberoid Felt Manufacturing Company here. Mr. Kennedy now becomes geenral manager of both these companies. Having superintended the manufacture of various products at the Montreal plant, he is familiar with manufacturing conditions, and enters upon his new duties with a wide knowledge, particularly of the prepared roofing trade.

HERBERT KENNEDY

Who has been appointed general manager of the Standard Paint Company, of Canada, Limited, and also of the Ruberoid Felt Manufacturing Company.

Appointed Sales Manager

A. W. Herbes, formerly of New York, where he was district sales manager for the Standard Paint Company of New Jersey, has been appointed sales manager at the Montreal office of the Standard Paint Co. of Canada, Ltd.

Mr. Herbes was connected with the firm at New York for a number of years. It will be his intention to call upon the trade from time to time in various parts of Canada and to co-operate with the sales staff in this and other directions.

A. W. HERBES

Who has been appointed sales manager of the Standard Paint Company of Canada, Limited, with headquarters at Montreal.

Plan Canadian Branch Plant to Manufacture Floor Wax and Finishes

New Company is Being Formed to Handle Canadian Trade by S. C. Johnson & Co., of Racine, Wisconsin

ARRANGEMENTS are under way by which a Canadian branch plant will be erected by S. C. Johnson & Co., of Racine, Wisconsin, manufacturers of floor wax. The location of the Canadian plant is not yet made public. The firm also plans to build a large addition to its main plant at Racine.

It is stated that the employees will be given an opportunity to become shareholders in the new corporation which is being formed to handle the Canadian trade.

The firm is one of the largest in America manufacturing floor waxes, finishes, oils, polishes, and a variety of specialties for the furniture and automobile trade, and it recently also has begun the making of high grade enamels for interior finishing, etc.

In accordance with a custom established several years ago, the Johnson Company has distributed a bonus among its employees on 1919 earnings. This year the bonus was in the form of capital shares and represented a value of $45,000. Samuel Curtiss Johnson, founder of the business, who died recently, is credited with having been a pioneer in the now general practice of rewarding faithful service by annual bonus payments to employees.

Address and Bag For Thomas F. Drummil

The St. John, N.B., branch of the Retail Merchants' Association tendered a farewell dinner to Thomas F. Drummie, who is leaving to become manager of the David's Stores, Montreal. After luncheon, P. M. Rising, of Waterbury & Rising, Ltd., tendered Mr. Drummie a nicely-worded address, referring to the valuable assistance he had given the Association. Mr. Rising then presented Mr. Drummie with a club bag on behalf of the association.

Mr. Drummie was one of those who helped to found the Retail Merchants' helped to found the R. M. A., of provincial advisory board of which he is a member, and he has been secretary for the last few years. He represented the Province of New Brunswick at the Dominion convention of this body in Ottawa in 1917.

He is a member of the Canadian Club and on the executive of the Commercial Club, of which he was one of the promoters.

Says Ashdowns Will Build in Edmonton

According to press reports from Edmorton, the J. H. Ashdown Hardware Co., Ltd., of Winnipeg, is planning big developments in the Alberta capital. A dispatch says:

"J. H. Ashdown Hardware Co., Ltd., of Winnipeg, are to open up a big warehouse in Edmonton this year, to be followed later on by a retail store, according to information secured here. The company plans to build a six-storey warehouse on the south-east corner of 102nd Avenue and 105th Street. Four lots have been purchased, the deal having just been completed.

According to records, the land involved in the deal cost $25,000, the Credit Foncier selling two lots for $16,000, the Malcolm Groat estate one lot for $10,000 and the W. S. Ironside estate one lot for $9,000.

"Dave B. Thompson, who, it is understood, is to be the manager of the Edmonton branch of this well-known Western firm, is now in Winnipeg getting full details as to the plans of the new building. Construction work is to be started as soon as the weather permits, and it is hoped that the firm will be doing business in the new warehouse before the end of the year.

The Ashdown building will be one of the largest warehouses in the city, as it is understood it will have a frontage of close to two hundred feet on 105th Street. The decision of the company to make Edmonton one of its Western headquarters is only another evidence of place that Edmonton occupies in the opinion of big business men as a logical distributing centre."

MADE IN CANADA

SIMMS

BETTER BRUSHES AND BETTER BROOMS

You should handle this line not only because it is "Made in Canada," but because it is absolutely the BEST line of brushes and brooms made **anywhere.**

SIMMS Brushes and Brooms are perfectly constructed, and beautifully finished.

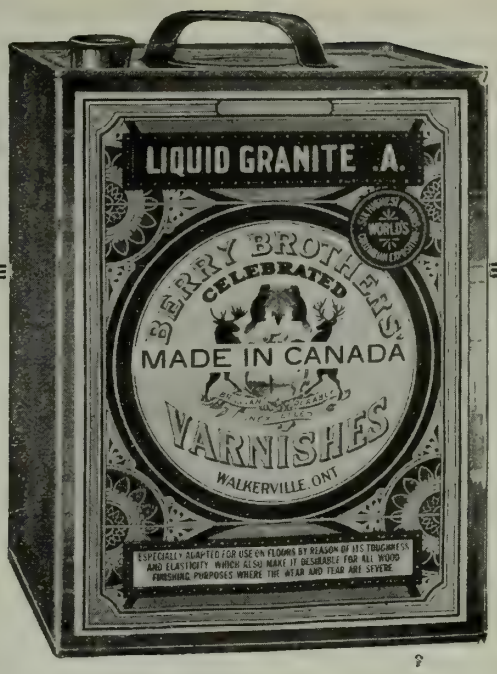
A guarantee of quality goes with every piece bearing the SIMMS name.

Stock up on the famous SIMMS line of

Paint Brushes
Lather Brushes
Scrubbing Brushes
Shoe Brushes
Stove Brushes
Brooms
Whisk Brooms

Every one a profitable sale and a sure repeater. For particulars write our nearest branch.

T. S. SIMMS & CO.
LIMITED
Makers of Better Brushes and Brooms for 54 years
Head Office: St. John, N.B.
MONTREAL TORONTO
LONDON



Liquid Granite

is one of the unique group of finishes that includes Luxeberry White Enamel, Luxeberry Wood Finish, Berrycraft Stain Finish, Luxeberry Spar Varnish, etc. These finishes have made the name of Berry Brothers a household word among architects, painters and home builders. This is why all "Berry" products are so safe to recommend and easy to sell.

Partial List of Distributors of Berry Brothers' Products:

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood-Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A Gillies Co. - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.
A. M. Bell & Co., Ltd. - - Halifax, N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd, Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Townsend Paint Mfg. Co. - Montreal, Que.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL. — Athough no changes have been effected this week for linseed oil, no improvement is shown in the situation. Bad weather, inadequate labor, and transportation difficulties, all combine to make a serious shortage, and trade is affected accordingly. This market remains very firm. Turpentine is holding firm and tendencies are undoubtedly upward. Putty continues very firm although the price quotations are unchanged. Paints are ruling steadily under recent advances and the situation is very firm. Colors in oil and varnishes are likely to advance in the near future. No changes have been effected this week in white lead in oil, but the undertone is firm. The market tendencies on all lines are strong and advances are probable.

Linseed Oil Shows No Improvement

Montreal.

LINSEED OIL.—Although no changes have been effected this week in the market,the situation shows non improvement. In some quarters it is stated that the situation is worse. Bad weather, inadequate labor, and bad shipping facilities are said to be responsible for this state of things. The new flax seed arrivals are found to be very light. Trade is being tied up by bad transportation. This market is somewhat dull but very firm.

Raw—	Imp. Gal.	
1 to 2 barrels	2 55	2 60
3 to 4 barrels	....	....
Boiled—	**Imp. Gal.**	
1 to 2 barrels	2 57½	2 62½
3 to 4 barrels	....	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Turpentine Firm Under Active Demand

Montreal.

TURPENTINE.—Turpentine remains very firm, and although no price changes have been made this week the tendencies are decidedly upward. Business is stated to be very good, and although supplies are not good, there is sufficient to meet present demands.

Turpentine—	Imp. Gal.	
Single barrels	2 85	2 90
Small lots	....	....

(Packages extra.)

Putty Firm; May Go Higher

Montreal.

PUTTY.—Putty continues very firm, with upward tendencies. Bookings at this time of the year are generally very light, and the trade in general is satisfied with the amount of business being transacted in this line

	5 ton	1 ton	Quanty.
Bulk, in barrels	5 50	$5 75	$6 10
Do., ½ barrels	5 65	5 90	6 80
Do., 100 lbs.	6 30	6 60	6 95
Do., 25 lbs.	6 60	6 85	7 20
Do., 12½ lbs.	6 85	7 10	7 45
3 and 5 lb. tins	8 60	8 85	9 30
1 and 3 lb. tins	9 10	9 35	10 70
Do., in 100 lb. cases	7 65	7 90	8 25

Pure lineeed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs advance on above prices.

Terms—2%, 15 days, net 60

Heavy Demand For Prepared Paint

Montreal.

PAINTS.—Paints are ruling steadily under recent advances, and brisk business is reported. One large dealer informed HARDWARE AND METAL that colors in oils and varnishes were not included in the recent advances. It was thought they could be sold at old prices, but it is found that advances will be inevitable within a very short time. In the meantime this market is very firm.

White Lead in Oil Continues Unchanged

Montreal.

WHITE LEAD IN OIL.—With the jobbing trade, the market is ruling without basic change, but the undertone is very firm. Sales have been well maintained, but little relief has come in the way of increased supplies. Sales are made on the following basis. Standard white lead in oil, per 100 pounds, 5-ton lots, $17.50; 1-ton lots, $18; small quantities, $18.35.

TORONTO

TORONTO, Feb. 5.—Paint market this week shows little change as far as prices are concerned, although turpentine has been advanced 20 cents per gallon.

Ready prepared paints are firm. Putty and white lead in oil are also firm. Shellac prices are nominal owing to the scarcity, it is stated. Glass continues to be scarce, although it is expected to come in larger quantities.

Ready-prepared Paint is Holding Firm

Toronto.

PAINT, READY PREPARED—Spring business in paint is said to be heavy. The paint market continues to be a firm one, although no change in price has been reported. The oil and turpentine situation is said to be a big factor for high prices, as well as the advanced cost of white lead and colors.

Linseed Oil Firm; Price Unchanged

Toronto.

LINSEED OIL, although showing no higher prices, is holding firmly at a strong figure. It is hard to state just what the oil situation will show in the near future. It is generally conceded that the flax crop, in both Canada and U. S. A., is insufficient for the anticipated demand. Europe is said to be in need of linseed oil, but the exchange situation has proven a detriment and quantity buying has been affected.

Some state that there is European oil already on the local market. However, this is said to be a small factor, owing to the limited quantities available.

The present quotations are as follows:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 57	2 70
3 to 5 barrels, gal.	2 56	....
10 barrels and over	2 54	....
	Boiled	
1 to 2 barrels, gal.	2 60	2 73
3 to 5 barrels, gal.	2 59	....
10 barrels and over	2 57	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Turpentine Prices Have Advanced 10c Gallon

Toronto.

TURPENTINE.—Owing to the recent increase in the already high rate of exchange, turpentine is recorded at a further advance of 20 cents per gallon, it is stated. The demand is said to have fallen off some locally, and this is said to be the case in the South. The following are the new quotations:

Turpentine—	Per Imp. Gal.
1 barrel lots	3 25
2 to 4 barrel lots	3 24
5 gal. lots	3 40

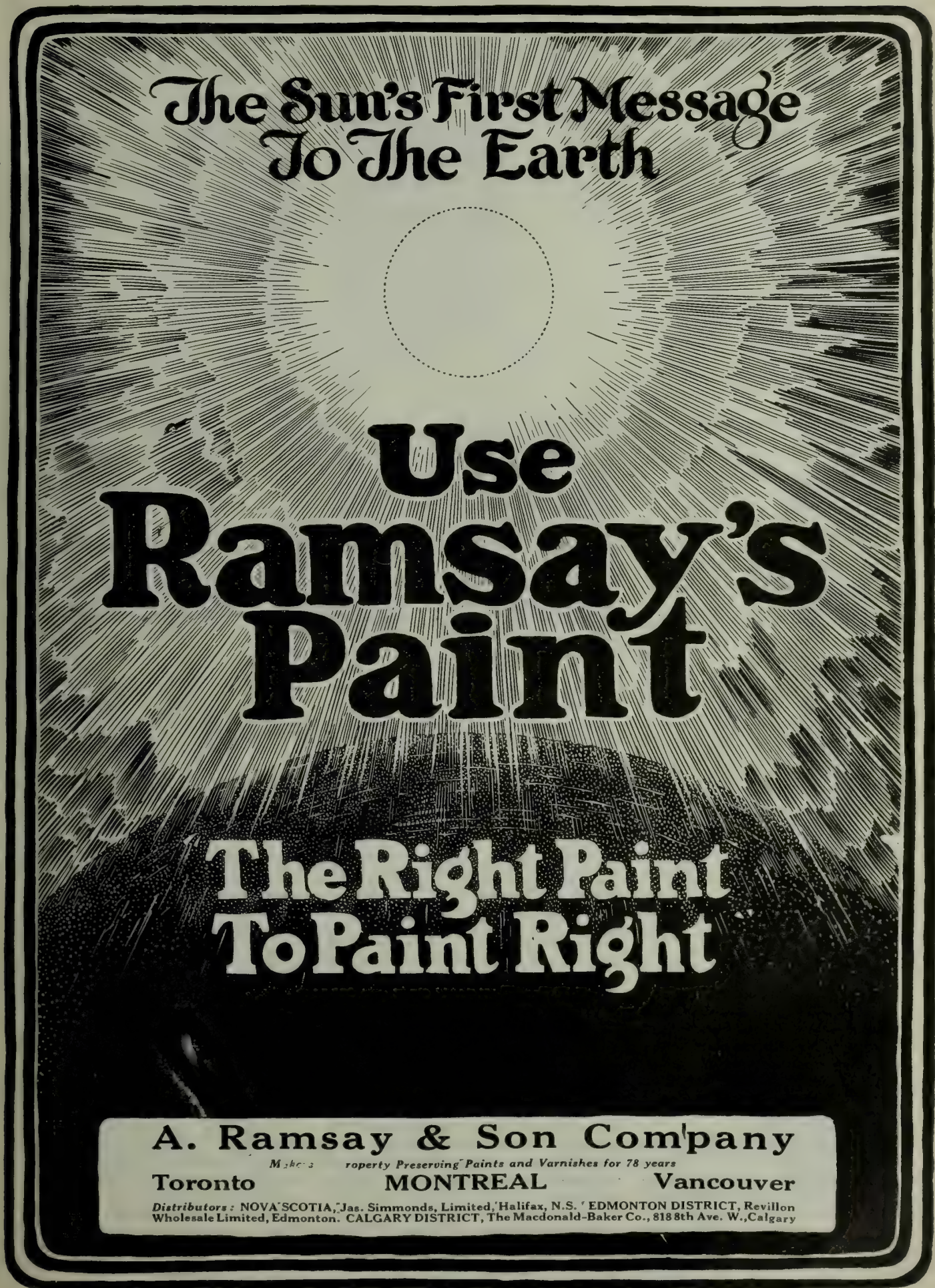
Putty Prices Firm; Holding Unchanged

Toronto.

PUTTY. — No change in price is noted, although the present quotations are firm. The whiting situation has not improved, it is stated, and manufacturers claim that it is very hard to procure. The present high price of oil is also a large factor for firm prices on putty.

The present quotations are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 85	$6 10	$6 45
Do., 100 lb. iron	6 70	6 95	7 30
Do., 25-lb. iron	6 95	7 20	7 55
Do., 12½-lb. irons	6 70	7 45	7 80
Bladder, in barrels	7 60	7 85	8 20


The Sun's First Message
To The Earth
Use
Ramsay's
Paint
The Right Paint
To Paint Right
A. Ramsay & Son Company
Makers of Property Preserving Paints and Varnishes for 78 years
Toronto MONTREAL Vancouver
Distributors: NOVA SCOTIA, Jas. Simmonds, Limited, Halifax, N.S. EDMONTON DISTRICT, Revillon Wholesale Limited, Edmonton. CALGARY DISTRICT, The Macdonald-Baker Co., 818 8th Ave. W., Calgary

Glass, Window and Plate, Scarce; Price Unchanged

Toronto.

GLASS, WINDOW AND PLATE.—The scarcity of this commodity is still very pronounced. The production of window glass, while not up to the expectation, is improving gradually, it is stated. An important factor in the present situation is the great shortage of freight. This is said to be due to the great amount of grain and other commodities that have been moving. Also due to the seasonable cold weather and heavy snow storms, which greatly delay the movements of freight.

The building trade is said to be showing unusual activity and very great quantities of builders' hardware and, incidentally, glass, is expected to be sold during the coming year, that is, if the supply of building materials come to hand, although the market holds firm with a good demand. No one seems to be predicting future prices, more on account of the fluctuations generally, of the metals that are used in the manufacture of building materials and on the present unsettled conditions.

Manufacturers claim that business is picking up and large volume is being handled for spring.

White Lead in Oil Firm; is Holding Unchanged

Toronto.

WHITE LEAD IN OIL is reported to be holding at a firm price. This is said to be due to the advanced cost of pig lead and other factors. Labor is said to be a large factor for the high prices charged.

WINNIPEG MARKETS

Continued from page 67

length, 4 ft., $3.90; 4½ ft., $4.40; 5 ft., $4.90; 5½ ft., $5.40; 6 ft., $5.85 dozen.

Lace Leather Advances 28c Per Square Foot

Winnipeg.

LACE LEATHER.—Prices make a showing of 28c per sq. foot increase. This, as must be admitted, is a rather heavy advance, but it clearly shows the present state of the leather market, it is stated. Manufacturers claim that scarcity of leather is at present pronounced and no immediate relief is expected regarding the present condition, and higher prices may be anticipated. The latest quotation is:

Lace Leather—$1.00 per sq. foot.

Mica Advances; Prices Are 16% Higher

Winnipeg.

MICA.—Prices again show further activity in this line to the extent of a 16 per cent. increase on previous prices. This change was not generally anticipated and comes somewhat as a surprise to many as far as new prices in this line were concerned.

This further increase can also be attributed to a scarcity that is at present existing, and although further changes are not necessarily anticipated, it is not safe to predict what may happen within the next few weeks. The latest prices are as follows:

Mica—Size 2½ x 3½ in., $6.00; 2½ x 4 in., $6.60; 2½ x 5 in., $7.30; 3 x 3 in., $6.70; 3 x 3½ in., $7.00; 3 x 4 in., $7.75; 3 x 5 in., $8.25; 3 x 6 in., $8.75; 3½ x 4½ in., $8.60; 3½ x 5 in., $8.75; 3½ x 5½ in., $9.00; 3½ x 6 in., $9.40; 4 x 4 in., $8.50; 4 x 4½ in., $8.75; 4 x 5 in., $9.00; 4 x 6 in., $10.25; 6 x 6 in., $11.70 per lb.

Gillett's Lye Higher; Increase of 20c Per Case

Winnipeg.

GILLETT'S LYE. — Soaps and cleansers have advanced considerably in the past owing to the shortage of fats, chemicals and existing labor conditions. Gillett's lye again shows further increase to the extent of 20c per case. Further advances in this line are not necessarily anticipated, although it is hard to predict, at the present time.

This week's quotations are: Gillett's lye, $5.95 per case of four dozen cans.

Bamboo Fishing Rods Jump to Extent of 12%

Winnipeg.

BAMBOO FISHING RODS show rather marked activity in this week's markets, to the extent of a 12 per cent. increase. This class of goods has, for some time, shown little tendency to change, although what changes have occurred have mostly shown an advance on previous prices.

The reason for this anticipated advance is, according to the manufacturers, the general scarcity of raw materials and the present inadequate and unsatisfactory supplies being received.

BAMBOO RODS: 2-joint, length 7½ to 8 feet, $4.00; 3-joint, length 7½ to 10 feet, $6.00; 3-joint, heavy style, length 9 to 10 feet, $8.50 per dozen.

Steel Ringed Fish Hooks, Minnows Advance 8%

Winnipeg.

RINGED FISH HOOKS AND CASTING MINNOWS. — This change, although it embraces all sizes, is not necessarily of a heavy character, the increase showing an average of 8 per cent. over previous prices. At present, this change, it is believed, can be accepted as the forerunner of further advances looked for in this class of goods at no distant date, it is stated.

The new prices are: Bright Steel Treble Hooks, plain, 6-1, 32 cents; 1-0, 36 cents; 2-0, 40 cents; 3-0, 44 cents; 4-0, 45 cents; 5-0, 52 cents; 6-0, 70 cents per dozen. Bright Steel Treble Hooks, feathered, 1-0, 70 cents; 2-0, 80 cents; 3-0, 90 cents; 4-0, $1; 5-0, $1.10; 6-0, $1.20 per dozen. Casting Minnows, Devon, 1¾ in., $7.50; 2 in., $8.50; 2¼ in., $9.50; 2½ in., $10; 2¾ in., $10.50; 3 in., $11 per dozen.

FUNCTION OF BOARD OF COMMERCE

Continued from page 47

11. That all agents and subsidiary agents in connection with the Board should be abolished, and that the Board itself should be the only constituted authority to take evidence.

12. That the Board should consist of five persons: one manufacturer, one wholesaler, one retail merchant, one farmer and one commercial solicitor or judge.

13. That all commercial, statistical reports should be under the direction of the Board of Commerce and removed entirely from the Department of Labor, or other Departments.

There are other important matters that could properly come under the direction of the Board, and we feel sure that every retail merchant in Canada is only too willing to give every possible assistance to raise the standard and elevate the commercial conditions of Canada.

IS YOUR STORE

Continued from page 57

ing the certificates, and then we made a new catalogue of premiums based on the needs of women and children. Our premium business took a big jump. The folks at home were sending Daddy back to the store that gave those coupons.

Toys Are Popular

Making up a premium catalogue designed to attract business in this indirect fashion demands the greatest possible knowledge of human nature. In years we learned certain things. Toys can be counted on as a leading premium. Umbrellas are always a good premium. One year our premium department reported that there had been a demand for meat choppers. We didn't want to handle meat choppers; they are clumsy and hard to pack, but we put them in because the business of a premium department is to find out what people want and to give it to them. We hoped they wouldn't go. But they were a success from the start. A premium list has to be altered every year in the light of the knowledge gained the year before. The customers are the people who make the lists. We learn from them, just as we learned that a cigar store can sell razor blades but not lead pencils.

"But why not lead pencils?" I asked.

How It Works

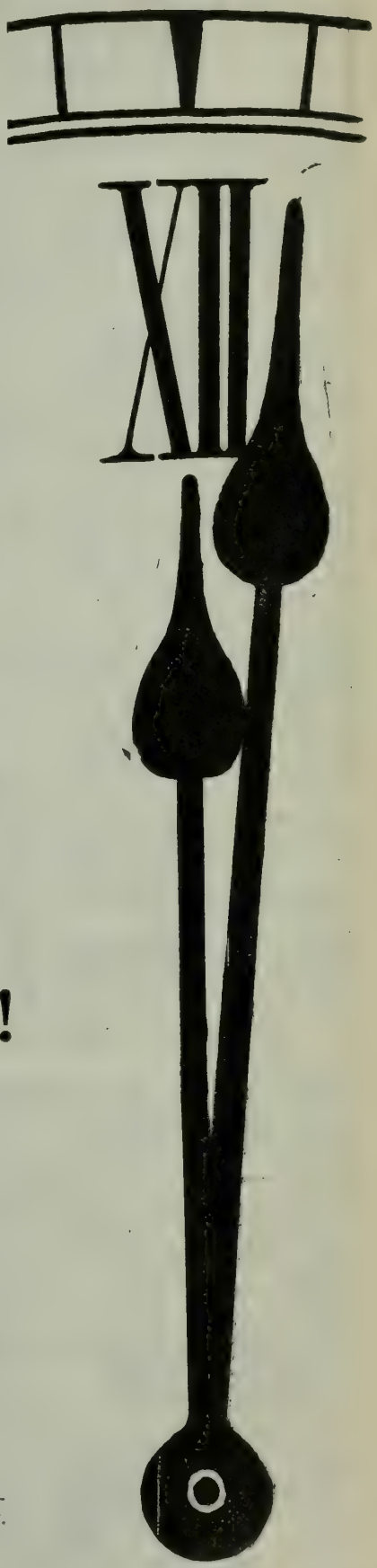
"I don't know," replied Mr. Whelan. "A lead pencil fits in a pocket. So do cigars. Sometimes they go into the same pocket. But a man will buy his cigars in a cigar store and his lead pencils somewhere else. He will buy razor blades in a cigar store and go to a drug store for shaving soap. He will buy a million dollars' worth of candy a year in our stores with practically no effort on our part. He will buy chewing gum. He will buy just enough umbrellas to make it pay to keep them as an accommodation. I don't know why people will buy certain things at one kind of store and certain things at another, but by the time we get the United Retail Stores Corporation working in all parts of the world we are going to have quite a big total of knowledge on where they will buy things, even if we never know why."

NEWSPRINT MARKET AFFECTS CHECK BOOKS

Merchants using counter check books should bear in mind that the difficulty in the newspaper market, and the shortage of paper will affect the sales pad situation. Many paper mills are experiencing great delays in filling orders, and some are refusing to accept orders at all for current delivery of paper.

The prices of books are bound to advance consideraly over present prices because many of the mills have advanced their prices of paper from $10 to $25 per ton since January 1.

"On Ramsay's Paint the Sun Never Sets"



You cannot afford another minute!

It is the part of wisdom to order your supply of Ramsay Paints and Varnishes in time; this promises to be the greatest building and painting season in Canada's history. Building permits for more than $75,000,000 of work have been issued.

A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 78 years

Toronto **MONTREAL** **Vancouver**

DISTRIBUTORS—**Edmonton District:** Revillon Wholesale Limited, Edmonton. **Calgary District:** The McDonald-Baker Co., 818 8th Ave. W., Calgary. **Nova Scotia District:** Jas. Simmonds, Limited, Halifax, N.S.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Ammunition, in cases. Discount 30/10/20%.

Terms—Metallics and shot shells. 60 days net, 2% 30 days. All goods f.o.b. factory.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.
B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.
Sporting Cartridge—Centre Fire Smokeless, $72.25 per M; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.
Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.
Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.

AXES

Single Bits, doz.	$15 50	$16 50
Hunters' Axes	12 00	13 00
Boys' Axes	13 00	14 00
Double Bit	21 50	22 50

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 2, doz.	20 00
No. 3, doz.	22 50
No. 4, doz.	24 50

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B. Montreal, Toronto

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 15, 0%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal. Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 5.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	5.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21 00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:
Beaver, 35%.
Gilmour Auger Bits, 17½%.
Gilmour Eye Augers, net list.
Irwin Auger Bits, net.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 10	$9 10
1—18 x 24	10 25	9 80
2—18 x 28	11 50	11 50
3—20 x 30	13 25	12 50

BOARDS, IRONING

	Dozen
No. 1, Daisy	$27 60
No. 10, Daisy	32 00
No. 31,	11 00
No. 33	17 00
No. 35	33 00
No. 36	37 00
Perfection	34 50

BOARDS, SKIRT—

No. 11, doz. 12 60

BOARDS, SLEEVE—

No. 3 dozen .... $ 6 00

BOARDS (Wash) Zinc

	Doz.
Baby Globe	2 50
Beaver (brass)	7 35
Canada Glass	6 60
Competition Globe (metal)	4 25
Diamond Ring (glass)	6 60
Enamel Queen	8 00
Glass Globe	7 00
Improved Globe	5 15
Jubilee	5 80
Neptune	6 15
Newmarket King	5 80
Original Globe	5 65
Pony	$2 35
Royal Globe	5 40
Solid Back Globe	5 90
Standard Globe	5 15
Surprise	3 50
Supreme Zinc	5 15
Western King (enamel)	8 50

F.O.B. Newmarket.

BOILERS (Range)

30-gal., extra heavy	$14 00
30-gal., standard	12 00

BOLTS AND NUTS

Discounts apply to list of Sept. 27, 1919.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 20%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 10%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 5%.
Elevator Bolts, large head, 5%. corrugated head, 40%.
Fancy Head Bolts, 5%.
Shaft Bolts ($3 list), 5%.
Step Bolts, large head ($2 list), 5%.
Whiffletree Bolts, 5%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list, $2.00.
Stove Bolts, 55%. Tire Bolts, 40%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Sheets, 24 gauge and heavier, base	$0 37
Rods, base ½ to 1 in., round	0 35
Tubing, seamless, base	0 43

F.O.B. Montreal and Toronto.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 5%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.
Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

	Dozen
Step ladder	$33 00
Step ladder stools	18 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80. No. 1, $28; No. 2, $33.75; No. 3, $44.75.
Russwin—Dozen: No. 0, $24.50: No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.
Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.
List prices power churns—No. 0. $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.
Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.
Discount of 7½% f.o.b. Montreal, Ottawa, Kingston.
Discount of 5% f.o.b. St. John, N.B.

CLOCKS—ALARM—

Big Ben $3 75
F.O.B. Montreal, Toronto, Hamilton.
Good Morning, each 1 60
Lookout 2 00
Sleepmeter 2 15
Hamilton

CLOTHES BARS AND DRIERS

	Per Doz.
Leader Clothes Dryers	$10 85
Clothes Bars, Nos. 1 and 3	11 00
No. 2	13 80
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSES, Etc.

	Folding	Extension
4 ft.	$ 9 75	$19 50
5 ft.	12 25	24 50
6 ft.	15 00	30 00

CLOTHES LINES (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$21.50	
¼ in.	18.90	
5-16 in.	16.25	$15.75
⅜ in.	11.40	14.05
7-16 in.	11.15	13.80
½ in.	10.70	13.60
⅝ in.	11.00	13.20
¾ in.	10.20	12.60
⅞ in.	9.95	12.35
1 in.	9.70	12.25

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$18.95	.....
3-16 in.	18.00	$22.75
¼ in.	16.50	19.50
5-16 in.	13.80	15.70
⅜ in.	10.80	....
7-16 in.	10.20	.....
½ and ⅝ in.	9.95	.....

F.O.B. Toronto, Montreal.

Cow ties, net list; trace chains, **list; dog chains, 12½%; halter chains, 12½%; tie-out chains,** 20%; stall fixtures, No. 1, or **or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.**

COMBS—CURRY—

	Doz.
No. 111	$1 65
No. 121	2 10
No. 127	2 40
CATTLE	
98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0.41	0 39
Soft sheets, base 16 oz. and heavier	0 42	0 40
Tubing, lb.	0 46	0 45

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	90
No. 7, lb.	89
Nos. 8, 9, 10, 12	88

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.	$84 80
2 ft. 10 in., doz.	85.40
3 ft. x 7, doz.	86.60

F.o.b. Toronto.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1 [illegible]
⅜	.80	27/32	2 [illegible]
13/32	.85	⅞	2 1[illegible]

35 Years

Giving excellent value in

BABBITT, SOLDER
LEAD PIPE
SHEET LEAD
and all
INGOT METALS

Let us know your requirements. We are the largest manufacturers of white metal in the Dominion and can quote attractive prices.

The CANADA METAL CO., Limited

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of Hardware and Metal are big buyers because they buy for business as well as for private consumption.

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.
PACKERS' CANS
Open-Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.
MONTREAL
Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

DRILLS—Continued

1/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 45%
Blacksmiths', ½-in. shank... 35%
Straight Shank 35%
Straight Shank, wire........ 35%
Taper Shank 35%

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899. %

Great Western, Amer...... 50
Kearney & Foot, Arcade.... 50
J. Barton Smith, Eagle 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson ....30 and 2½%
Black Diamond ....30 and 2½%
Delta Files 20
Firth Files 50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 10%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

Class—	Black	Galv.
A	0 57	0 72
B	0 25	0 35
C	0 19	0 25

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4" and under....	75%	70%
4½" and larger.	60%	60%

4" and under, running thread, 40%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRILLS, ELECTRIC

Single heat, round, each.....$10 80
Three heat, round, round..... 12 80

Discount 20 and 5%.
F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Bi-Treadle, each 7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING) Doz.

Russet rope shank, 1".$11.25-$12.75
Perfect, No. 1½ 13 20-13 80
Russet rope shank, 1¼ in.. 13 85
Black rope shank, 1 in.... 13 75
Black rope shank, 1¼".12.50-13 85
Hand sewn, no shank, 1 in. 17 40
Hand sewn, no shank, 1¼". 18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt..$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs and under... 22 50
Napping, up to 2 lbs.. .... 25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall. D handles,, 10%. All other handles plus 10%. All doubletrees, 2½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net list. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 10%. Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

HANGERS, BARN AND PARLOR List

Atlas, No. 0 .... $13 30
Atlas, No. 1 .... 13 80
Atlas, No. 2 .... 15 80
Stearns, 4 in. 9 75
Stearns, 5 in. 13 20
Perfect, No. 1 .... 10 45
Canada 12 50
Hatch 12 75
National 14 50
America 16 50
Great West 30 00
Storm King and safety hangers, doz. 10 60
Steel track, 1¼ in. 9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices. Figured Net list.

	Strap Doz.	Tee pairs.
4-inch	$ 2 25	$ 1 91
5-inch	2 78	2 40
6-inch	3 00	3 08
8-inch	4 05	3 10
10-inch	7 20	3 50
12-inch	8 93	8 70
14-inch	....	....

Light, Net Prices. Figured net list.

3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21 50; 36 in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz...	$4 40	$5 00-$5 50
No. 3, per doz...	4 50	5 50- 6 40
No. 4, per doz...	4 60	6 00- 7 40
Little Giant	6 25	....- ....
Barden Patent...	6 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron ...	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron..	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel...	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only).	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft..$20 00
Corrugated, ⅝ in., 100 ft.. 23 00
Corrugated ¾ in. 26 00
Corrugated, 1 in., 100 ft.. 28 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set $2 05
Mrs. Potts, No. 50, nickel-plated, set 2 25
Mrs. Potts, handles, japanned, doz. 1 40
Sad irons, common, plain, 3, 4 and 5 lbs............. 9 20
Sad irons, plain, 6 lbs. up.. 7 00
Sad irons, common, plated. 5 50
Princess Electric, each.$4 00 4 10
Canadian Beauty Electric Irons—
Style A $4 71
Style B 5 08
Hotpoint Domestic Electric Irons, each 5 25
Gasoline Sad Irons, each ... 4 25

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point $14 75
Lightning 13 25
Heath's 13 25

LADDERS, Etc.

Step Ladders Per ft.

Standard 0 33
Crescent 0 29
Household 0 25
Faultless, 4 to 10 ft. only..... 0 35
Ontario, 4 to 10 ft. only...... 0 32
Shelf Lock, 4 to 5 ft. only.... 0 27
Gardner, No. 1 .... 0 23
Do., No. 2, bolted 0 25
Dominion, No. 3 .... 0 26
Do., No. 4, bolted 0 29

Single and Fruit Picking

10 ft. to 16 ft. .... 23c ft.
18 ft. to 20 ft. ....24c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

		Per ft.
20 to 32 ft.	$0 25	$0 27
36 to 40 ft.	0 27	0 30
44 ft.	0 29	0 33
Over 44 ft.	0 42	0 40

Best quality, 20 to 40 ft.... 0 35
Three section extension 0 35

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain $12 50
Do., Japd 13 25
Long Globe, plain 12 50
Do., Japd. 13 25
Dash, plain 15 50
Do., Japd. 16 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short $1 15
Cold blast 1 00- 1 10
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.05 doz.
Cold blast, genuine ruby....$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 3 00
Steel Thumb, No. 4.......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List each

Canadian $12 50
Dowswell 12 50
Noiseless 16 25
Hamilton 13 50
Peerless 13 00
Snowball 18 75
Momentum 20 25
New Century, style A...... 18 00
New Century, style B...... 20 00
Playtime, engine drive 26 00
Ideal Power 30 00
Seafom, electric, style A .. 120 00
Seafoam, engine drive 55 00
Sunshine .... 10 [illegible]
Popular, No. 1 .... 13 00
Popular, No. 2 .... 12 50
Economic 16 00
Champion 20 25
Blue Bell, without stand...... 18 00
Puritan Water Motor Washer, complete 30 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric 116 50
Low pressure water motor washer, each 31 00
Connor ball-bearing, with rack 21 00
Perfection, engine drive 65 00
Perfection, electric 124 00
Beaver 26 00
Beaver, power 27 00
Connor Vacuum 26 00
Patriot 23 00
Jubilee 11 25
Canada First 23 00

Less 30%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.......$2.40
Carpenters', No. 3 .... 5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $14 25
Pick, doz. 14 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS

Liquid Veneer $14 00
O-Cedar, doz. net $12 60
S.W. Mops, complete, doz.5 25 5 40
Mop Sticks, doz., No. 8.... 2 00
Cast Head Mop, doz........ 2 00
Crescent, doz., No. 10..2 50 3 35
Crank wringing, doz........ 8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 35%
Woodyatt 25%
Empress 25%
Mayflower 25%
Star, Ontario, Daisy 20%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound. $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.30.

Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory: no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

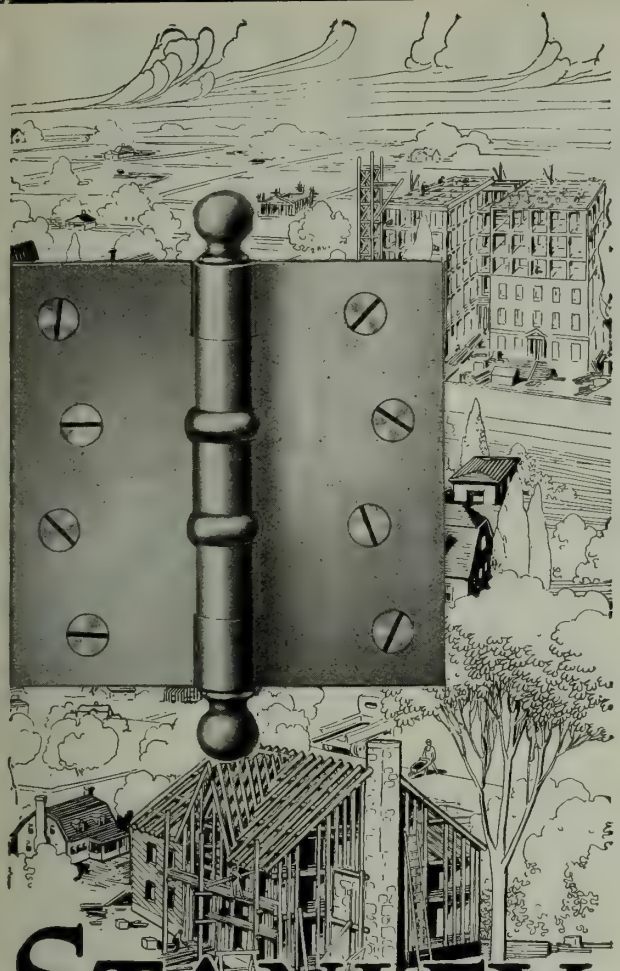
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—$5.85 base, f.o.b. Montreal. No equalization of freights.

London, $6.25 base.

Roofing Nails — American, large head, keg, $10.75: 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75: 25-lb. box, F.o.b. Montreal, Toronto, Hamilton, $11.75.



STANLEY
Ball Bearing Butts

A Wonderful Era of Building—

Mr. Stanley Worker says:

In the era of big building that is upon us, business reputations as well as buildings will be built.

The reputation for judgment, foresight and technical knowledge of dealers who handle Stanley Ball Bearing Butts and other Stanley Wrought Steel Products, will rest on a firm foundation.

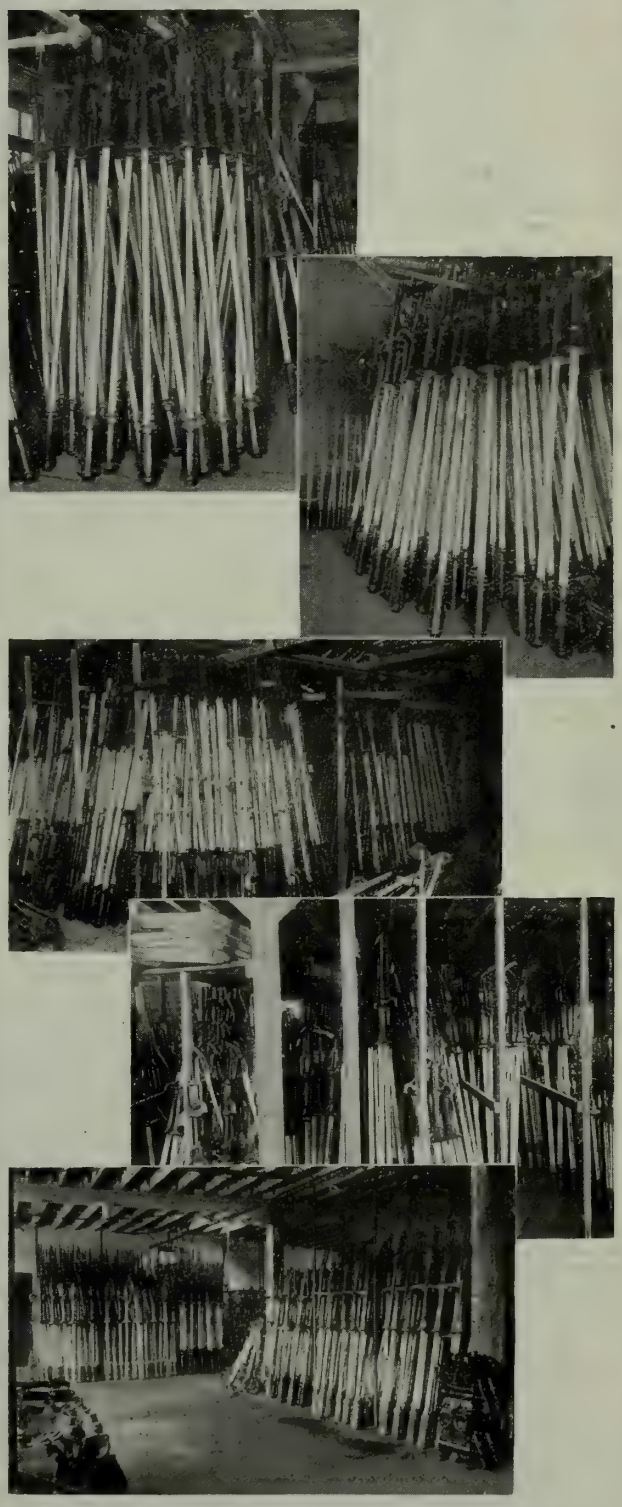
Stanley Ball Bearing Butts make for permanence in both buildings and business. They operate smoothly and noiselessly year in and year out. They are a permanent recommendation for the men who sell them.

You will be interested in our book "R," "Buildings You Have Seen." We will be pleased to send you a copy post paid on request.

THE STANLEY WORKS
NEW BRITAIN, - CONN.

Canadian Representatives: **A. Macfarlane & Co.**
Coristine Bldg., Montreal

Beatty Bros. Limited Bulletin



We carry a full stock of BT Ready-to-ship Pumps in every branch. Delivery same day as order is received. No delays.

Write nearest branch for catalog and prices.

BEATTY BROS., LIMITED

Winnipeg, Man. Fergus, Ont. Montreal, Que.
Edmonton, Alta. London, Ont. St. John, N.B.
Vancouver, B.C. 16 Holburn Viaduct, London, England

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$24 00
No. 6	23 00
No. 7	22 00
No. 8	21 00
Nos. 9 to 12	20 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	8¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal. Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 85
36-inch, per roll	6 26
48-inch, per roll	7 26
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM

Best (American)	$22 00
Clipper (spun)	22 00
Clipper (unspun)	20 50
U.S. Navy (spun)	.....
U.S. Navy (unspun)	.....
Plumbers (spun)	11 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 24½
Palacine, gal.	0 27½
Gasoline, net, gal.	0 34
	Gallon
Black oil (summer)	0 14½
Black oil (winter)	0 15
Imperial Kerosene Tractor	0 69
Capital cylinder	0 64½
Machine oil, regular grades	0 40
Standard gas engine oil...	0 42
Parafine	0 23½

List, less 15% on above.

Polarine Oil, list	1 00
Polarine Oil, heavy, list..	1 00
Polarine A, list	1 10
Gargoyle Mobiloil, A and E	1 30
Gargoyle Mobile, B and BB	1 45

List, less 25% on above.

Fuel oil, bbls. net	0 11½
Fuel oil, tank cars, net....	0 09½

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 30	
Dry Fibre, No. 2, Anchor	0 80	
Tarred Fibre, Anchor, No. 1...	1 40	
Tarred Fibre, Anchor, No. 2...	0 97	
Empress Sheathing	....	
Rosin Sized Sheeting, red	....	
Do., blue	....	
Surprise Fibre	0 87	
"Stag" Sheathing	0 87	
Tarred felt, per cwt.— 7, 10 and 16-oz	5 30	
Cyclone (dry)	1 23	
Cyclone (tarred)	1 33	
Joliette (dry fibre)	0 72	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	6 50	
Straw, sheathing, heavy, dry, cwt.	4 85	
Do., tarred, per cwt	5 00	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

	Montreal	Toronto
Clay—		
5 to 6 lbs., doz....	11 50	11 80
6 to 7 lbs., doz....	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 50
4 gross (cartons), 4 in.	1 75
Spring, 2 grs. box	1 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 42, Dec. 9, 1919

Standard Buttweld Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 00	$ 8 00	$.....	0.....
¼ in..	4 65	6 78	5 13	7 26
⅜ in..	4 65	6 78	5 13	7 26
½ in..	6 16	7 74	6 84	8 42
¾ in..	7 76	9 89	8 68	10 81
1 in..	11 48	14 62	12 84	15 98
1¼ in..	15 53	19 78	17 37	21 62
1½ in..	18 56	23 65	20 76	25 85
2 in..	24 98	31 82	27 94	34 78
2½ in..	39 49	50 31	.....	.....
3 in..	51 64	65 79	.....	.....
3½ in..	65 78	82 80	.....	.....
4 in..	77 94	98 10	.....	.....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$27 94	$34 78	$31 64	$38 11
2½ in..	40 66	51 48	46 51	57 35
3 in..	53 17	67 32	60 82	74 97
3½ in..	66 70	83 72	75 90	92 92
4 in..	76 85	97 01	....	...
4 in..	79 08	99 19	89 93	110 09
4½ in..	88 00	113 00	107 00	132 00
5 in..	108 00	132 00	125 00	154 00
6 in..	133 00	171 00	162 00	200 00
7 in..	175 00	224 00	211 00	259 00
8 L in..	184 00	235 00	221 00	273 00
8 in..	212 00	271 00	255 00	314 00
9 in..	254 00	324 00	305 00	376 00
10 L in.	235 00	301 00	283 00	349 00
10 in..	303 00	387 00	365 00	449 00

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Net list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

PLATES, CANADA

Prices nominal,	Montreal,	Toronto
Ordinary, 52 sheets...	$8 25	$8 25
Do., 60 sheets	8 35	8 35

PLATES, COKE, TIN

	Tor. Per box	Mont.
IC, 20x28 base	$22 00	$23 00
IX, 20x28 base	27 00	28 00
IXX, 20x28 base	30 00	31 00
IXXX, 20x28 base...	33 00	34 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $22 50

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

4-oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1 qt. can, doz., list	15 00
½ gal. cans, doz., list	24 00
1 gal. cans, doz., list	36 00

Discount, 30 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

POLISH, METAL

Bon-Ton

Size	Case	Doz.	Case
¼ pts.,	3 doz.	$1 15	$3 40
½ pts.,	3 doz.	2 10	6 00
Pints,	2 doz.	3 15	6 00
Quarts,	2 doz.	4 65	9 00
½ gal.,	1 doz.	8 40	8 40
Gal.,	½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 80	$3 15
No. 2	3 10	3 50
No. 3	3 45	4 05

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply roll	2 55
Samson, 3-ply, roll	3 00
	Toronto
Samson, 3-ply, roll	3 55
R. S. Special, 1-ply	2 25
R. S. Special, 2-ply	2 50
R. S. Special, 3-ply	2 75
	Montreal
Everlastic, 1-ply	$2 10
Everlastic, 2-ply	2 45
Everlastic, 3-ply	2 80
Panamoid, 1-ply	2 00
Panamoid, 2-ply	2 30
Panamoid, 3-ply	2 65
Red Star Ready Roofing 2-ply	2 00
Do., 3-ply	2 35
Liquid roofing coating, per gal., in barrels	0 55
5 and 10 gal. lots, per gal. ...	0 70
1 gal. cans, gallon	0 90
Coal Tar (refined), bbl.	8 50
Coal Tar (crude)	7 25

F.o.b. Toronto and Montreal.

ROPE

	Lb
Pure Manila basis	31
Beaver Manila basis	26
New Zealand hemp basis ...	26
Sisal basis	22½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c. ⅜ in., 1½c; ¼ and 5-16 in., 2c. 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	34
Halyards	47
Hemp, deep sea line basis ..	47
Hemp, tarred ratline basis..	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis.	On application
Cotton, ⅛ in.	0 83
5-32 in.	0 82
3-156 in.	0 82
¼-in. and up	0 81

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84) $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 752B (7) $6.50; 386 (32), $7.60; 3851 (66½) $6.65; 465 (69), $1.95; 171 (36) $5.00.

F.o.b. Montreal, Toronto, London

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge, Steel	$4 90
103, 50 ft. Reliable Jr., Steel	4 95
243, 50 ft. Rival, Steel	4 25
1243, 50 ft., Rival Jr., Steel	3 95
603, 50 ft., Metallic	3 45
604, 66 ft.	3 85
403, 50 ft., Linen	2 40
	Dozen
713, 50 ft., Ass Skin	6 60
714, 66 ft., Ass Skin	7 75
143, 3 feet, Steel Pocket	7 50
145, 5 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$7 25	$0 80
10 lb.	9 75	0 30
240 lb.	16 50	0 50
600 lb.	37 00	1 00
1200 lb.	46 00	1 00
2000 lb.	65 00	1 00
2000 lb. Drop lever	74 00	1 00
10-lb. Household..	....	0 10
25-lb. Household..	....	0 30

Champion, 20%; standard scales, discount, 20%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	75%
Wood, R.H., bright	72½%
Wood, O.H., bright	72½%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Write Glidden

Write for the Glidden proposition.

Do it now while there is still time to lay your plans for the spring campaign —while there is still time to get the jump on the other fellow with a quality line and a complete line.

Remember there will be no obligation but you will have an opportunity to study a truly worth while offer that will not only give you dependable painting products, but products that are known in every section of the Dominion.

The latest addition to the Glidden line is Glidden Endurance Paint. Surely you will wish to get full details of this new product.

So write to-day.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario
Branches at Montreal and Winnipeg

SCREWS, WOOD BENCH
Dozen $7 50

SCYTHES Doz
Cast Steel $15 75
Golden Clipper 16 75
Little Giant 17 75
Bush 16 25
F.O.B. London, Toronto, Montreal

SNATHS Doz.
00 Patent $13 75
1 .... 13 20
2 .... 12 65
3 .... 11 65

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

	Premier		Apollo	
10¾ oz....	9 80	10 00	9 50	10 45
U.S. 28 ..	10 20	9 60	9 10	9 75
U.S. 26 ..	8 80	9 30	8 80	9 40
22 and 24.	8 20	9 15	8 65	8 20
18 and 20.	8 00	9 00	8 50	9 00
16	7 80	8 85	8 35	8 80
12 and 14.	7 55	8 70	8 20	8 55

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

F.O.B. Hamilton and Toronto.

	Queen's Hd.	Fleur-de-lis
28 ga.	$11 25	$10 00
26 ga.	11 00	9 75
24 ga.	10 40	9 70
22 ga.	10 05	9 30
20 ga.	.....	9 10
18 and 20 ga.....	9 85	.....

F.O.B. Montreal.

SHINGLES, METAL
Standard, galvanized $10 00
Standard, painted 8 00
Discount 7½%.

SWEEPERS, CARPET Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing $51 00
Club, jap. Cyco bearing.... 108 00
Champion, nickeled fittings.. 43 00
Champion, japanned fittings. 36 00
Grand, nick., Cyco B.B..... 61 00
Grand, jap., Cyco B.B...... 57 00
Grand Rapids, nick., Cyco B.B. 48 00
Grand Rapids, jap., Cyco B.B. 41 00
Parlor Queen, nick., Cyco, B.B. 54 00
Princess, nick., Cyco B.B... 49 00
Standard, nickeled fittings.. 44 00
Standard, jap. fittings 37 00

SIDING, METAL
Standard, galvanzed $8 50
Standard, painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP
Eureka, per M. $15 00
S.M.P., per M. 27 50

STANDS, WASHTUB—
Reversible Drip, each $2.25

STAPLES
See Wire Products.

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$22 00
Perfection No. 33, 3-burner.. 27 00
Perfection No. 34, 4-burner.. 35 00
No. 22G oven for above stoves 8 25
Discount, 30% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net 4 50
Detroit Glass Front Oven, No. 85, each, net.......... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters. List
No. 525, each...............$ 7 00
No. 530, each 8 25
No. 630, each 10 25
Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—
Star, No. 1, doz............ 24 00
Star, No. 2, doz. 24 00
Sun 18 60
Adjustable Pin, No. 44, doz.. 34 50

STRETCHERS, WIRE
Hercules, doz. $2 60
Sampson, doz. 7 60
Universal, nick., Cyco bearing 46 00
Universal, jap., Cyco bearing 39 00

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS (ELECTRIC)
Steel frame $36 40
Aluminum frame 43 90
Attachments, set 8 25
F.O.B. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks 70%
Revised Hardware Tack List adopted Jan. 30, 1920...... 70%
Double pointed tacks 70%
Shoe findings list adopted July 5, 1917 ....
List of Capped Goods adopted Jan. 1, 1916..602and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	45	45	45
Draining Tools ...	45	45	..
Hollow Back Scoops	45	..	45
Sand Shovels	45	..	45
Hollow Back Shovels	45	.	45
Hollow Back Coal Shovels	45	.	45
Riveted Back Scoops	45	45	45
Miners' Spring Point Shovels	45	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.........	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $4 71
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. 0 12

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 16 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 Net list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... 3 25
Jump, No. 1 .... 3 45
Hawley & Norton, No. 1..... 4 56
Newhouse, No. 1 .... 6 15
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $20 80
No. 1, per dozen 18 50
No. 2, per dozen 16 20
No. 3, per dozen 13 85
F.O.B. Newmarket.

TWINE (COTTON)
5-lb. sack, 3-ply, lb.....0 84-0 87
Cones, 3-ply, lb. 0 80-0 83
Do., 4-ply, lb. 0 87½

VALVES AND COCKS
Compression work, standard.... 28
High grade 24
Fuller work, standard.......... 34
Basin cocks, No. 0, standard... 23
Nos. 1 and 2 23
Bath cocks, compression....... 30
Flatway stop and waste cocks, standard 32
Roundway stop and waste cocks, standard 32
Brass steam cocks, standard..Net list
Radiator valves, standard...... 15
Do., removable seat.......... 10
Globe, angle and check valves, standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Jenkins Globe ....Net
Standard Gate ....Net
F.O.B. Toronto.

Penberthy Brass Valves
Compodisk Valves 5-2½%
Gate Valves 15%
Regrinding Valves 5%
Swing Check Valves ..... Net List

WARES, ETC.
Britannic, 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 40% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list, plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list, plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Nickel-plated Ware, 50%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00, ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., in., 2⅛ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.....	$4.20	$4.20	$5.00
Section, ½ lb., per 100 lbs....	4.75	4.75	5.00
Solid, 3 to 30 lbs., per cwt.	3.50	3.50	3.10-4.00

WHEELBARROWS
Navvy, steel wheel, doz......$63 00
Garden Steel, doz........... 72 00
Light garden, doz. 60 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 30
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Annealed Base 5 60
Bright Base ....
Galvanized Base 6 60
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 .... 8 75
No. 19 ....9 25
Fine wire, list plus 30%.
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., doz..................$12 00
8 in., doz.................. 13 50
10 in., doz.................. 15 00
14 in., doz.................. 21 00
18 in., doz.................. 30 00
24 in., doz.................. 43 50
36 in., doz.................. 81 00

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 160 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 149 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 103 50
Eze 99 80
Rapid 90 80
Discounts from above list 30 per cent.
Terms—30 days, less 2 per cent. Freight equalized on quarter dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

245

The Forward Movement

(Week of Feb. 9th)

Should Receive the Hearty Support of Every Business Man in Canada.

This Organized Church Movement Will Help to Make a Better Condition at Home and Abroad.

HELP ALL YOU CAN

Tinker Tom

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY) Per lb.

Raw and Burnt Umber, 100 lb. kegs, No. 1 ...... 08-09½
Do., pure 11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1 ...... 08-09½
Do., pure 15-17
Imp. green, 100-lb. kegs.... 17-19
Chrome green, pure 19-35
Chrome yellow 25-41
Brunswick green, 100-lb. kg. 10-14½
Indian red, 100-lb. keg... 15-20
Indian red, No. 1, 100-lb. kg. 06-17
Lamp black 23-27
Venetian red, best bright.. 07-09
Venetian red, No. 1 ..... 03½-05½
Drop black, pure dry... 09½-15
Golden ochre, 10-lb. kegs. 08-12
White ochre, 100-lb. kegs. 05½-06
White ochre, barrels 04-04½
Yellow ochre, barrels... 08½-05½
French ochre, barrels...... 08-10½
Spruce ochre, 100-lb. kegs.. 0 07-8
Canadian red oxide, bbls. 02½-04½
Super magnetic red 0 05
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto

COLORS IN OIL, PURE

1 lb. tins—
Venetian red 23-30
Indian red 30-36
Chrome yellow, pure 53-65
Golden ochre, pure 30-32
French spruce ochre, pure. 25-29
Greens, pure 28-38
Siennas 34-36
Umbers 34-36
Ultramarine blue 45-50
Prussian blue 1 00-1 02
Chinese blue 1 00-1 02
Drop black 35-37
Ivory black 0 36
Signwriters' black, pure.... 38-40
Lampblack 38-40
Marine black, 5-lb. irons... 0 20
F.o.b. Montreal, Toronto

ENAMELS (white) Gal.

Duralite $7 47½
B-H "White" Enamel 8 00
C.P.C. Albagloss 5 75
Mooramel 7 00
Sunshine, white 5 75
Jasperlac 4 15
Invincible 6 90

GLUE Per lb.

English sheet 0 35
English prima ....
White pigsfoot 0 50
Cake bone, 112-lb. bags.... .30-35
Hide, 112-lb. bags 35-45
Ground glues, 112-lb. bags—
English, per lb............ 28-30
Canadian, per lb. 22-24
Brantford— per case
No. 7, 50 pcks, 1 lb...... $25 00
No. 8, 100 pcks., ½ lb.... 28 00
No. 9, 200 pcks., ¼ lb..... 35 00
Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 20%; London, 20%; Montreal. 15%. Cut size sheet glass, 40% off new list; cash 2%.

GLASS, PLATE Plates from—	Sq. ft. Mont.	Tor'to
1 to 15 feet	1 65	....
15 to 25 feet	1 95	....
25 to 50 feet	2 15	....
50 to 75 feet	2 20	....
75 to 90 feet	2 25	....
90 to 100 feet	2 30	....

Above prices are net, f.o.b. Montreal Freight charges and casing extra.

Owing to prevailing conditions in the present plate glass situation Toronto quotations have been withdrawn and prices are being quoted on the receipt of specifications only.

GLAZIERS' POINTS

Zinc coated, $1.44 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$18 00	$18 35
Crown Diamond, pure	18 00	18 35
Green Seal	18 00	18 35
Ramsay's Pure	18 00	18 35
Moore's Pure	18 00	18 35
Tiger, Pure	18 00	18 35
O.P.W. Dec. Pure	18 00	18 60
Red Seal	18 00	18 35
O.P.W. English	18 00	18 35
Elephant Genuine	18 50	18 85

B.B. Genuine Lead, less than tons, ..., Toronto; $21.00, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt... .... $14 50
Genuine, 100-pound kegs, per cwt..... .... 15 50
Less quantity 17 00
Genuine Eng. casks 16 00
F.o.b. Montreal, Toronto.

Lead (red in oil)...	....	.....
25s	0 34½	....
10s	0 35	....
5s	0 36	....
2s	....	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.)........$10 75
Smaller lots (cwt.) 11 75

LIUIQD, BRONZING

Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

MURESCO

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $8.40. F.o.b. Toronto.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis
Elephant, white $5 45
Sanitone, white 4 10
Sanitone, colors 4 00
C.P. Co., pure, white......... 5 55
C.P. Co., pure, colors....... 5 30
B.-H. English, colors......... 5 30
B.-H. English, white 5 55
B.-H. Fresconette, white 4 10
B.-H. Fresconette, colors 4 00
B.-H. Floor 4 50
B.-H. Porch Floor 5 30
Crown Diamond, white 5 30
Crown Diamond, colors....... 5 05
Crown Diamond, floor........ 4 50
Crown Diamond, Porch and Gallery Paint, gal. 5 10
Moore's House Colors, white.. 5 50
Moore's House Colors, colors.. 5 30
Moore's Egyption Paint, white 4 50
Do., colors 4 35
Moore's Floor Paint 4 25
Moore's Sani-Flat 4 25
Moore's Porch and Desk Paint 5 40
Jamieson's Crown Anchor.... 5 05
O.P.W. Canada Brand, white. 5 30
O.P.W. Canada Brand, colors. 5 00
O.P.W. Canada Brand, floor.. 4 50
O.P.W. Flat Wall, white...... 4 10
O.P.W. Flat Wall, colors 4 00
Ramsay's Pure, white 5 40
Ramsay's Pure, colors 5 15
Ramsay's floor 4 50
Glidden's white 5 55
Glidden's colors 5 30
Martin-Senour, 100%, white.. 5 55
Martin-Senour, 100%, colors.. 5 30
Martin-Senour, Porch Paint.. 5 30
Martin-Senour, Neutone, white 4 10
Martin-Senour, Neutone, colors 4 00
Martin-Senour's Floor Paint.. 4 50
Sherwin-Williams, white 5 55
Sherwin-Williams, colors 5 30
Sherwin-Williams, floor 4 50
Sherwin-Williams, porch paint 5 30
Flat Tone, white 4 10
Flat Tone, colors 4 00
Lowe Bros., H.S., white...... 5 55
Lowe Bros., H.S., color...... 5 30
Lowe Bros., hard drying floor. 4 50
Mellotone, white 4 15
Mellotone, colors 4 00
Maple Leaf, white 5 55
Maple Leaf, colors 5 30
Maple Leaf, floor 4 75
Pearcy's Prepared, colors 4 75
Pearcy's Prepared, white...... 5 00

Barrett's Everjet Products—

Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.....	0 75	0 80
½ bbls., gal........	0 80	....
5s and 10s, gal.......	0 90	0 95
1s (per case of 1 doz.)	10 45	10 55

Everjet Quick-drying Metal— Mont.
Paint, bbls., gal. 0 80
½ bbls., gal. 0 85
5s and 10s gal. 0 95
Case (12 1's) 11 70
Everjet Black Enamel—
Crates of 2 doz., 8-oz., doz... 1 50
Crates of 6 doz., 8-oz., doz..1 40
Crates of 12 doz., 8-oz., doz.1 35
Crates of 2 doz., 16-oz., doz. 2 50
Crates of 6 doz., 16-oz., doz. 2 35
1-gal. cans, gallon 1 30
5 and 10 gal. cans, gal. 1 20
Barrels and ½ bbls., gal.... 1 10
Carbosota Liquid—
Barrels 0 56
Half barrels 0 60
5s and 10s, gal. 0 70
1s (case 12 gallons) case ... 9 60
Shingle Varnish 8 75
F.o.b. Montreal, Toronto.

PARIS GREEN Per lb.

In barrels, about 600 lbs..... 0 50
In kegs, about 250 lbs....... 0 50½
In 50 lb. and 100 lb. drums. 0 51
In 25 lb. drums 0 52
In 1 lb. packets, 100 lbs. in case 0 54
In ½ lb. packets, 100 lbs. in case 0 56

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PITCH

Cwt. 1 20

PUTTY Standard	Montreal	Toronto Less than tons
Bulk, in casks	$6 10	$6 45
Bulk, 100-lb. drums..	6 95	7 30
Bulk, 25-lb. drums...	7 20	7 55
Bulk, 12½ lb. irons..	7 45	7 80
Bladder, in bbls.	5 85	8 30

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.

Pure Putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs. $11 50
Less, per lb. 0 14

SHELLAC

	Pure white	Pure orange
Gal. jugs	8 90	8 15
Shellac gum—	Per pound	
TN	2 00	2 50
Finest orange	....	....
Bone dry white	....	....

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans $3 30
B.H. Vanisher 3 00
Cumoff 3 00
Taxoff 3 60
O.P.W. Presto 2 75
Varn Off 3 60
Lingerwett 3 60
Solvo 3 00
F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans

Stove pipe, ½ pts.— Per doz.
B.H. $1 40
O.P.W. 1 50
Anchor 1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.
B.-H. Floor 4 80
B.-H. Maritime Spar 6 03
B.-H. Hard Oil 3 24
B.-H. Gold Medal 4 02
Elastilite 4 00
Granitine Floor Finish 4 00
Hydrox Spar 4 15
C.P.C. Sun Varnish 4 32
C.P.C. Sun Areo Spar 4 70
C.P.C. Sun Waterproof Floor. 4 40
Jasperite Interior and Exterior 3 50
Jasperite Pale Hard Oil 2 50
Jasperite Indestructo Floor Varnish 3 50
Jamieson's Copaline 3 75
M-S Marble-Ite Floor 4 42
M-S Wood-Var 4 42
M-S Durable Spar 5 60
M-S Finest Interior 4 85
Elastic Interior 3 14
Mar-not 4 40
Quick Action House .. 7 65
Rexspar 5 64
Scar-Not 4 34
Kyanize Spar .. ..
Kyanize Cabinet Rubbing .. 3 84
Kyanize Interior 3 84
Luxeberry light 4 72
Luxeberry granite 4 90
Luxeberry spar .... 5 6[illegible]
Ramsay's Universal 3 45
Ramsay's 7-20 .... 2 75
Ramsay's Agate Floor 3 95
Ramsay's 400 Hard Oil ...3 12½
Crown Diamond Floor 4 25
F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls. 0 13½
Opalite, 100 lb. kegs 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg.... 0 40
Coralite, 5-lb. pkgs., white. 8 40
Coralite, 5-lb. pkgs., colors. 8 40
B.H. Frescota, 5-lb. pkge., white 7 80
B.H. Frescota, 5-lb. pkge., colors 8 40
Perfecto Wall finish, white, 5-lb. pkge., lb. 0 07½
Tints, 5-lb. pkge., lb. 0 08
F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing $0 25

WHITE

XXX	0 21	XXX	0 22½
XX	0 19¾	XX, gra'd	0 21
X	0 18½	XLCR	0 19½
XC	0 16½	X Empire	0 18
Japanese	0 16	X Press.	0 16½
		X Special	0 15

COLORED

No. 5	0 16¾	Fancy	0 18
No. 1	0 15¾	Lion	0 16
No. 7	0 14¾	Standard	0 14
No. 1A.	0 18¾	Popular.	0 12
No. 1B..	0 12¾	Keen	0 10

Above lines subject to trade discount for quantity.

WAX Per

B.H. Wax 0 55
Berry Bros. 0 70
Imperial Floor Wax .. 0 4[illegible]
Anchor .... [illegible]
O.P.W. Lion Brand 0 50
Old English 0 66-0 70
Johnson's 0 66-0 70
Jamieson's liquid wax, gal. ... 2 75
Gold Medal 0 42
Ramsay's 0 45
Sherwin-Williams 0 54
Crown Diamond 0 45
F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. $2 75
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls.......$3 00

WOOD ALCOHOL Per gal.

In five gallons 2 70
F.o.b. Montreal, Toronto, London.

GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS

WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WIN DOW GLASS.

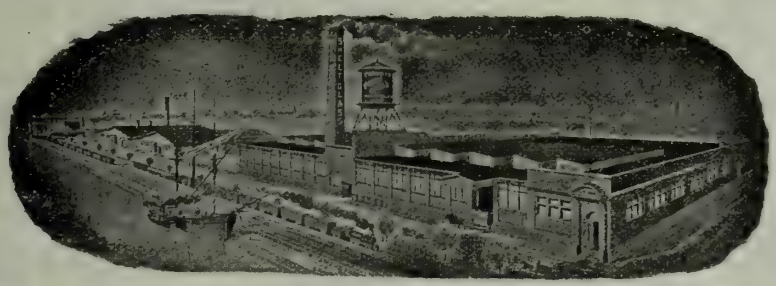
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

S

BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics — B.B. Cape, $3.50; C.B. Cape, $4.40; 22 Short Black or Lesmok, $5; 22 Long Black or Lesmok, $6.00; 22 Short Smokeless, $5.35; 22 Long Smokeless, $7.50; 22 Long Rifle Black, $7; 22 Long Rifle Smokeless, $9.35 per M. net. Center Fire Pistol, 50%; Center Fire Sporting, 50% off American list.

American Metallics — B.B. Caps, $4.11; C.B. Caps, $5.17; 22 Short Black, $5.87; 22 Long Black, $7.05; 22 Long Rifle Black, $8.25; 22 Short Smokeless, $6.30; 22 Long Smokeless, $8.80; 22 Long Rifle Smoke. $10.30 per M. net. Centre Fire Pistol, 41½%; Centre Fire Sporting, 41¼%.

Loaded Shells—Crown Black Powder, 12 ga., $39.25; Sovereign Smokeless, 12 ga., $48; Regal Smokeless 12 ga., $48; Canuck Smokeless, 12 ga., $52.25 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 26c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3 16	$6 00	18/16	$12 00
[illegible]	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
[illegible]	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

AXES

Single Bit	$15 50	$16 00
Double Bit		21 50
Broad Axes		55 00

BAR IRON

Bar Iron — $5.00 base; Swedish iron, $8.00; sleigh shoe steel, $5.50; spring steel, $6.00; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $2.65 per lb.; rawhide, sides, $2.50; cut, $2.65.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 10-10-10% off list.

Standard, 10-10% off list. Extra 10%.

The "double" list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10%; over 6 inch, 7½%; 7-16 inch and larger, 7½%; machine, ⅜ and under, up to 4 inch, 12½%; over 4 inch, net list; 7-16 and over, net list; machine set screws, 40%; plough bolts, 5% on; stove bolts, 50%; shaft bolts, 5% on; tire bolts, 30%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	42
3 x 3 in.	44
3½ x 3½ in.	46
4 x 4 in.	57
4½ x 4½ in.	84
5 x 5 in.	104

Wrought Steel—

No. 800	20% on list
No. 804	Net list
No. 838	5% on list
No. 840	15% on list

CHAIN

Coil, 3-16 in., $18,50; ¼, $17.00; 5-16 in., $14.25; ⅜ in., $11.25; 7-16 in, $11.00; ½ in., $10.50; 9-16 in $10.50 Logging, 5-16 in., $15.75; ⅜ in., $12.75; ½ in., $12.00; tie-out, 25%

CHIMNEYS, LAMP

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 50
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 84c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.48; 10 in., $7.20; 12 in., $8.46.

Conductor pipe, 2 in., per 100 ft., $7.56; 3 in., $9.14; 4 in., $12.06.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 25%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	30%
Nipples 4" and under	70%

FORMALDEHYDE

400-lb. bbls., 45c lb.; 200-lb. bbls., 46½c lb.; 100-lb. bbls., 47½c lb.; 10-lb. jugs, $5.10 each; 5-lb. jugs, $2.65 each; 2-lb. jugs, $1.10 each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$16 00	$22 00
26 to 40	17 00	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.

Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$10 95
28 Am. or 26 Eng.	10 55
26 Am. or 26 Eng.	10 05
24	9 90
22	9 50
18 and 20	9 75
16	9 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set.......$2 00

Mrs. Pott's No. 50, set....... 2 15

Mrs. Pott's common and iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Heath's	$13 25
Lightning	13 25

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	....
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $14.76.

LEAD WASTE, $15.66.

WHITE LEAD

Decorators' pure, ton lots, $19.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	...
Snowball	....

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 60
O-Cedar Polish, No. 3	12 60
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire f.o.b. Fort William, $5.50 base; Winnipeg, $6.00 base. Cut f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 65
30 in.	8 08
36 in.	9 50

NUTS

Square, small lots, blank, $4.00 tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, per 100 lb.	$24.00
Clipper, unspun, per 100 lbs.	22.50
Plumbers, per 100 lbs.	12 00

OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 10	1 20
Cyclone	1 10	1 20
Navy	1 25	1 45
Triumph	1 35	1 50

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv
¼ inch	$ 5 13	$ 7 47
⅜ inch	5 27	7 61
½ inch	7 02	8 73
¾ inch	8 82	11 12
1 inch	13 05	16 43
1¼ inch	17 64	22 23
1½ inch	21 06	26 55
2 inch	28 35	35 78
2½ inch	45 99	58 01
3 inch	60 12	75 87
3½ inch	76 50	96 30
4 inch	90 68	113 40
4½ inch	102 60	130 50
5 inch	119 70	152 10
6 inch	155 70	197 10

PLASTER, Paris, per bbl., $5.75.

PLATES, CANADA

18 x 21 per box, ordinary, $8.75; 18 x 24, ordinary, $8.75; 20 x 28, ordinary, $9.

"The World is Painting Buy Early"

Stephens'

REGISTERED TRADE MARK

Every indication points to the imperative necessity of early buying. Reports from domestic sources and abroad show the certainty of extensive painting throughout the Dominion and the world.

The great revival of building and the completion of vast plans interrupted by the war are but a part of the forces now acting to create a remarkable season for paints and varnishes. Order early.

Ask about a Stephens' Agency
It's a paying proposition

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	$2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

Bon Ton—

¼ pints	1 35
½ pints	2 10
Pints	3 25
Quarts	5 10
½ gal.	9 00
Gal.	18 00

PUTTY

100-lb. irons	$7 70
25-lb. irons, per cwt.	8 30
1½-lb. tins	15¼

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c, No. 12, 65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper Burrs, No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROOFING

	1 ply	2 ply	3 ply
Klingon	$2 20	$2 65	$3 10
Winner	2 30	2 80	3 30
Comfort	2 45	3 00	3 60
Indaroid	2 80	3 60	4 20

ROPE

Sisal, 25½c base; pure Manila, 32¼c base; British Manila, 29¼c base; lath yarn, 24½c base; African hemp, 29¼c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER

Star—	Quire.	Ream.
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 62	9 80
2½	0 58	10 50
3	0 66	11 90

B. & A.—		
00, 0	$0 38	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 49	9 45
2	0 54	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

30% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 65%; flat head, 67½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.

Set Screws, 35%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES—

Pt., $13.75 per doz.; D.H. Rd. Pt., $13.75; per doz.; L.H. Sqr. Pt., $13.75; L.H. Rd. Pt., $13.75; Bulldog & Jones, D.H., Rd. Pt., $16.20; D.H., Sqr. Pt., $15.95; L.H. Rd. Pt., $16.95; L.H., Sqr. Pt., $16.95; Black Cat and Crescent Scoops—No. 4, $18.60 doz.; No. 6, $19.10; No. 8, $19.60; No. 10, $20.10; Moose & Jones Scoops—No. 4, $20.00; No. 6, $20.50; No. 8, $21.00.

SNATHS—

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$7 55
12 gauge	7 60
14 gauge	7 65
16 gauge	7 75
18-20 gauge	8 55
22-24 gauge	8 40
26 gauge	8 45
28 gauge	8 55

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, nickeled	$127 20
Household, japannel	......
Superba, nickeled	......

F.O.B. Jobbers' Warehouses. Winnipeg.

SOLDER. Per pound, 40c to 41c.

SPIKES, BOAT

Pressed, ¼ in., $8.30; 5-16, $7.65; ⅜, $7.40; ½, $7.20.

STAPLES

Bright iron round head, 65%; flat Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.15 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $5.65. Mild, 3-16, ¼, 5-16, $5.50 base; other sizes, $5.50 base. Band steel, $5.75 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$24 25
20 x 33 I.X. box	33 50
20 x 33 I.C. box	28 75
20 x 33 I.X. box	33 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	7 80	4 55
No. 2	4 80	11 55	6 70
No. 3	6 75	15 40	8 90

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 86
Cotton, 3-ply, balls	0 90
Cotton, 4-ply, cones	0 90
Cotton, 4-ply, balls	0 95

VARNISHES—

Stephens' Luminette, gal.	$3 50
Stephens' Exalite, gal.	4 25

WARES, ETC.—

Scotch Grey, 40-12½% discount.

Colonial Imperial, Pearl, 12½% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 30-7½%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list, plus 32%.

Stamped Ware, plain, 30-15% discount.

Stamped Ware, retinned, 20-20% discount.

Pieced Tinware, ordinary, list, plus 64%.

Pieced Tinware, copper bottoms, list, plus 83½%.

Sheet Iron Ware, list, plus, 32%.

Light Galvanized Pails, plus 30%. Tubs, list plus 30%.

Heavy Galvanized Pails and Tubs, plus 41%.

Jap. Coal Hods, list, plus 77%.

Galvanized Coal Hods, list, plus 62%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list, plus $1.00.

WASTE

Cream, Polishing	$0 22

WHITE

XXX Extra	$0 21
XX, grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

COLORED

Fancy	0 17
Lion	0 15½
Standard	0 14
Popular	0 12½
Keen	0 11

Above lines subject to trade discount for quantity.

WIRE, BARB

Lyman, 4 point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.25; No. 12, $6.40; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.45.

Patented screen in 100-ft. rolls, $3.25 per hundred sq. ft.; in 50-ft. rolls; $3.25 per 100 sq. ft.

WIRE, PLAIN

Boles ties, 14 gauge, single loop, $7 Winnipeg; $6.50 Fort William

Brass snare wire, per lb., 90c.

WIRE, ANNEALED

No. 9, $5.79; 10, $5.81; 12, $5.95; 14, $6.15; 15, $6.30; 16, $6.45 per 100 lbs.

WRENCHES (NUT)

Agricultural—	Doz
6-inch	$7 00
8-inch	8 40
10-inch	9 80
12-inch	12 60
15-inch	16 80

Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES (PIPE)

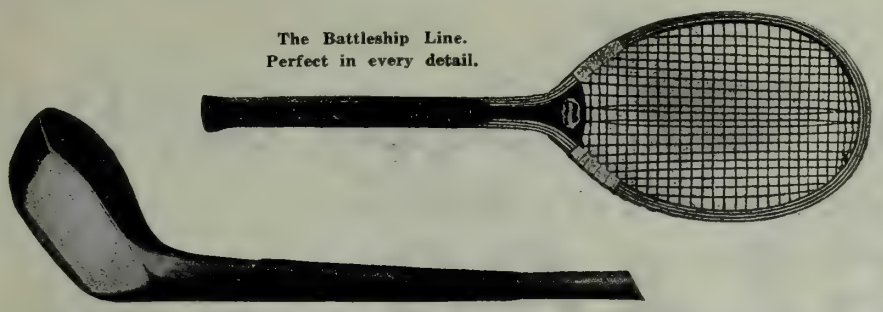
Stillson—	Each
6-inch	$1 10
8-inch	1 13
10-inch	1 75
14-inch	2 13
18-inch	2 75
24-inch	4 00
36-inch	7 43

Trimo—	
10 inch	$1 56
14 inch	2 19
18 inch	3 13
24 inch	4 53

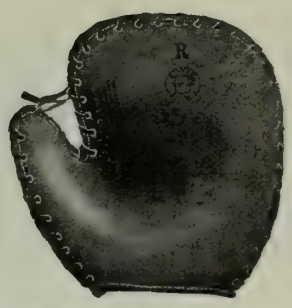
	Dozen.	
Always Ready—	Black.	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze. $62.55 per dozen. Reliance



The Battleship Line.
Perfect in every detail.



"Reach" Baseball Goods are used in both the National and American Leagues.

Genuine "Scotch" Wood and Iron Golf Clubs.
Made by Wm. Gibson & Co.

"Louisville Slugger." We stock all models.

Today not a bit too early

BUY GOODS OF RECOGNIZED MERIT

Base Ball

Supplies "Reach's"

Tennis

Goods

"OUR OWN" BRAND
The BATTLESHIP LINE

Golf

Clubs, Bags and Balls

GENUINE SCOTCH CLUBS

If you book your order now for Spring delivery, you can be reasonably certain of having your stock in ahead of the demand.

No other year was ever like this. Almost every maker of Sporting Goods is oversold and the demand grows heavier from day to day.

We are just as anxious as you are to deliver your order on the day you want it. Therefore, we cannot urge upon you too forcibly the necessity of placing your requirements now.

May we send you literature?

To Delay a Necessary Purchase—Is to Lose Money

DISTRIBUTORS *of* MOFFATT STOVES

Service and Satisfaction

DISTRIBUTORS *of* BERRY BROS. VARNISHES

WOOD, VALLANCE, Limited

WOOD, ALEXANDER & JAMES
HAMILTON and TORONTO, Ont.

WOOD, VALLANCE & LEGGAT
VANCOUVER, B.C.

Wholesale Hardware, Sporting Goods
Motor Car Supplies, Stoves and Heaters
WINNIPEG, CANADA

WOOD, VALLANCE & ADAMS
CALGARY, Alta.

WOOD, VALLANCE HARDWARE CO.
NELSON, B.C.

THE
Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
GLASS

MR. HARDWARE DEALER:—
We expect you BUY on a PRICE and SERVICE basis, goods being equal. If you do, you MUST purchase from us. We can sell you CHEAPER and deliver QUICKER than any house east of us.

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS
and all kinds of Glass for a building

TRY US AND BE CONVINCED

MEHASCO

Mehasco Pocket Knives

This line is justly becoming famous, owing to its quality and finish. We carry a large stock and guarantee each blade. The customer must be satisfied. Blades are made from highest grade steel and proper assortments are in stock for Western trade. Large range in Horn, Celluloid and Vulcanized Handles with Leather Punch; the same in Cattle Knives and a still larger range in small Penknives with two and three blades.

We would be pleased to forward samples for inspection to any account on whom our travellers do not call regularly.

Merchants' Hardware Specialties, Limited
Calgary

MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN., U.S.A.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

ALLEN FLUX
NON-ACID—FOR SOLDERING

Will soder any metal to any metal, making a strong, smooth, clean joint.
Approved by the National Board of Underwriters.
Put up in the form of sticks, liquid, paste and salts. Send for free samples.
Order it from your supply house.

Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Canada

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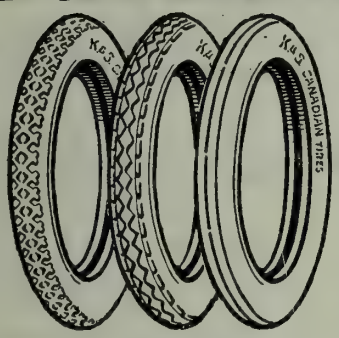

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Every K. & S. Canadian Tire is Guaranteed to deliver a certain fixed mileage. You pay only for the guaranteed mileage, but K. & S. Tires invariably deliver **more mileage** than the guarantee provides for.

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62-E

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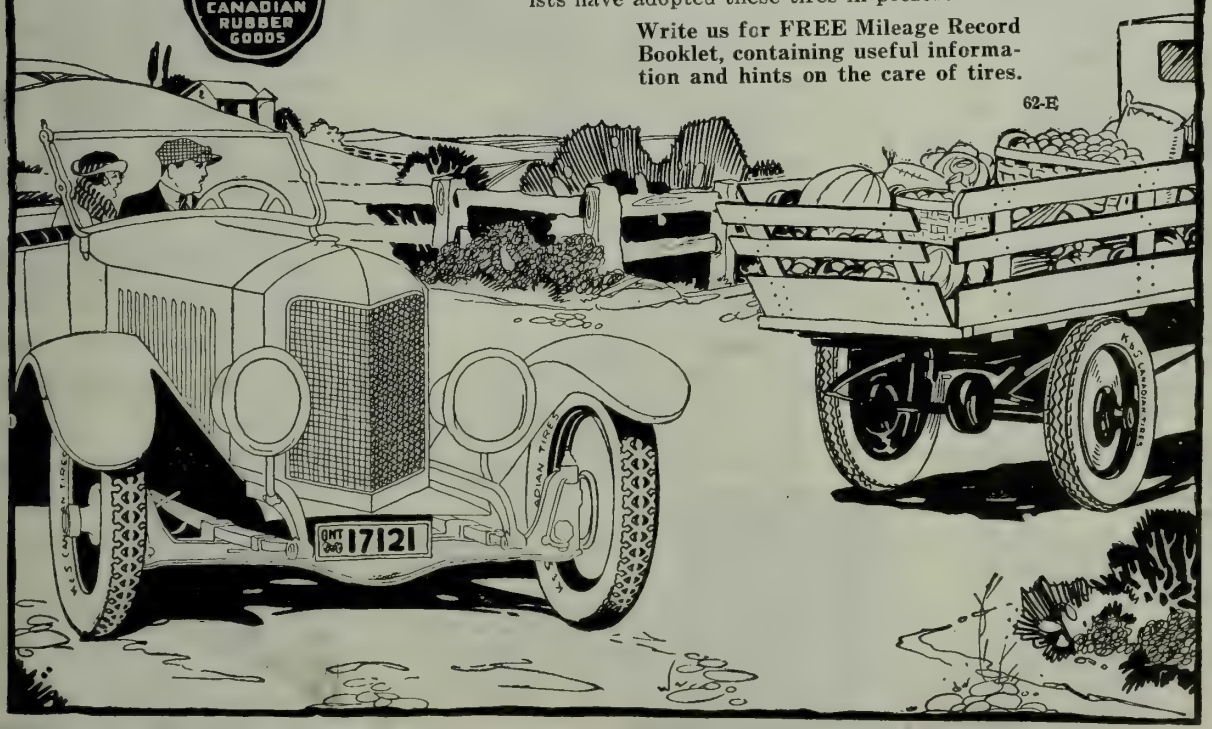

The J. H. Ashdown Hardware Co., Limited

Calgary Winnipeg Saskatoon

THE BUYERS' GUIDE

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Plewes Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
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Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Arms
The Fraser Co., Agents B.S.A.. Montreal, Que.

Arsenate, Lead
The Beckley-Ralston Co., Chicago, Ill.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Pit Doors
The Economy Foundry Co., Ltd., Portage la Prairie, Man.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

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E. G. Gooderham, Toronto.
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Horner & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
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The Renaud Motor Supply Co., Ltd., Montreal Que.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

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Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
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Benjamin Eletric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co,, Niagara Falls, N.Y.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
The Chapman Ball Bearing Co., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrace Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
W. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
M. H. Merchant Corporation, Syracuse, N.Y.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Industries, Ltd., St. Catharines, Ont.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bearings
The Lyman Tube & Supply Co., Montreal.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.
Plewes Ltd., Winnipeg, Man.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
Galt Robe Co., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.
Pratt & Whitney Co., of Canada, Ltd., Dundas

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.
Thermoid Rubber Co., Trenton, N.J.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

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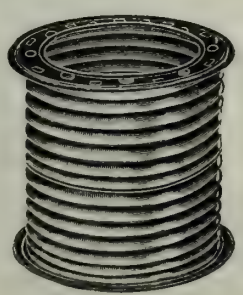

O-Rib-O
Screw Thimbles

Size
6" wall extends 4—7½"
6" floor extends 6—12"
7" wall extends 4—7½"
7" floor extends 6—12"
Approximate Shipping Weight Crated, Per Crate 30 lb.
Put up half dozen to crate.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

THE BUYERS' GUIDE

The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains, Roller Block, Drive and Conveyor
The Lyman Tube & Supply Co., Montreal.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & I. J. White Co., Buffaflo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Economy Foundry Co., Ltd., Winnipeg, Man.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Results come sure and soon!

STEADY sales and satisfactory profits are assured dealers handling "61" Floor Varnish, because its reputation for quality was established *years* ago, and is maintained by adhering to a proven manufacturing policy and by persistent, consistent, high-grade national advertising.

This high-grade, distinctive advertising — plus effective dealer helps — has impressed millions of householders, with the marproof, heelproof, waterproof qualities of "61" Floor Varnish, and more recently, with the beauty and economy of "61" in eight lustrous, semi-transparent colors.

You get this reputation for quality in your community when you stock P & L Varnishes, and further — real dealer co-operation which makes for successful merchandising.

Get lined up now with this 71 year-old house and you will understand why results — increased business and profits — come sure and soon to live dealers.

Write that postal now for Dealer's Proposition.

PRATT & LAMBERT-INC.
VARNISH MAKERS 71 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO

"61" FLOOR VARNISH

for Floors, Furniture and all Woodwork

Made in Natural Wood Stain Colors

THE BUYERS' GUIDE

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, Toronto.
The A. R. Whittall Can. Co., Ltd., Montreal

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
The Lyman Tube & Supply Co., Montreal.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplers, Belt
Strong Machinery & Supply Co., New York, N.Y.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H. Brooklyn, N.Y.

Creepers, Ice
Churchill Mfg. Co., Inc., Lowell, Mass.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn
A. Macfarlane & Co., Limited, Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
Jones & Shipman, Ltd., Leicester, Eng.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
The Lyman Tube & Supply Co., Montreal.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Collette Mfg. Co., CVollingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
The Lyman Tube & Supply Co., Montreal.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Smith & Hemenway Co., Inc., Irvington, N.J.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
The Can. General Electric Co., Ltd., Toronto.
The Lyman Tube & Supply Co., Montreal.
The Northern Electric Co., Ltd., Montreal, Que
Munderloh & Co., Ltd., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
British America Paint Co., Ltd., Victoria, B.C.
Wm. Harland & Sons, Toronto.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada. Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Eveners for 2, 3, 4, 6 and 8 Horses
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Ackland & Son, Ltd., Winnipeg, Man.
McKinnon Industries, Ltd., St. Catharines, Ont.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.
Hercules Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co. Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

Safety

Light the ordinary oil cook stove. Turn the wick to produce a moderate flame. Then turn your back and fail to watch it until the burner and chimney are thoroughly heated, and — well the result is well known.

Nesco NESCO PERFECT Nesco

The stationary, non-burnable Rockweave Wick absorbs no more oil when the burner and chimney are heated than at any other time. The flame does not "creep" or increase in height; it remains the same—"stays put"—and can be depended upon absolutely. That's why the **Nesco Perfect** is the one oil cook stove "safe to be burned when your back is turned."

A demonstration of this feature alone will sell the **Nesco Perfect** *to your most skeptical customer.*

Write for illustrated circular describing in detail this and other exclusive features of the **Nesco Perfect,**—the greatest of all oil cook stoves.

Address Your Nearest Branch Office

NATIONAL ENAMELING & STAMPING CO.

St. Louis Granite City, Ill. New York
Milwaukee Baltimore Chicago
New Orleans Philadelphia

The Nesco Perfect Burner "Safe To Be Burned When Your Back is Turned"

THE BUYERS' GUIDE

Fenders for Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates. Basket Grates. Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Saunders & Co., Montreal, Que.
Sherwin-Williams Co., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flanges for Wheels
McKinnon Industries, Ltd., St. Catharines, Ont

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanizers
McKinnon Industries, Ltd., St. Catharines, Ont

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Cornices
Pedlar People, Ltd., Oshawa, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Pedlar People, Ltd., Oshawa, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasolene Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glasses, High Pressure
The Strong Machinery & Supply Co., New York, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor Ont

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Prairie Chemical Co. of Canada, Ltd., Winnipeg

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co. Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
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Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

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Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
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Adamson Mfg. Co., Hamilton, Ont.

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Fry's (London), Limited, London, Eng.
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L. S. Starrett Co., Athol, Mass.
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Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
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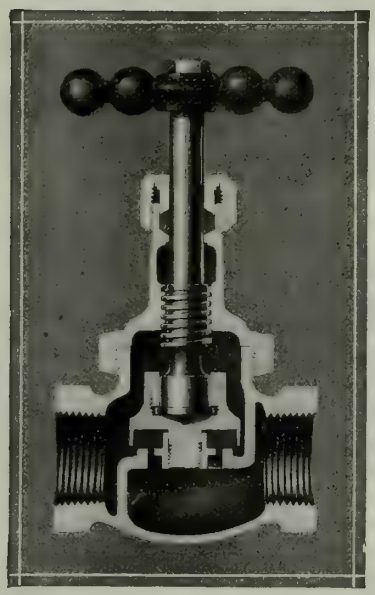

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Smith & Hemenway Co., Inc., Irvington, N.J.
L. S. Starrett Co., Athol, Mass.

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Goodell-Pratt Co., Greenfield, Mass.
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McKinnon Industries, Ltd., St. Catharines, Ont

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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The Brainerd Mfg. Co., East Rochester, N.Y

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J. H. Still Mfg. Co., St. Thomas, Ont.

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The Stanley Works, New Britain, Conn.

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National Mfg. Co., Sterling, Ill.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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National Mfg. Co., Sterling, Ill.
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The Hamilton Motor Works, Ltd., Hamilton, Ont

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Wells Bros. of Canada, Galt.

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Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Lewis Bros., Ltd., Montreal.
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Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Neatsfoot Oil
W. Harris & Co., Toronto.

Neckyokes
McKinnon Industries, Ltd., St. Catharines, Ont.
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Nipples for Radiators
McKinnon Industries, Ltd., St. Catharines, Ont.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Gilbert & Barker Mfg. Co., Springfield, Mass.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Storage Systems
Gilbert & Barker Mfg. Co., Springfield, Mass.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

Alex. McArthur & Co., Ltd.

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THE BUYERS' GUIDE

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd,, Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.
W. C. Wood Co., Minneapolis, Minn.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
Barcalo Mfg. Co., Buffalo, N.Y.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Plow Rings
International Malleable Iron Co., Ltd., Guelph.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Powder, Gun
Hercules Powder Co., Delaware.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pumps, Semi-rotary
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
Gilbert & Barker Mfg. Co., Springfield, Mass.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Ha-
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.
Rapid Radiators, Limited, Toronto, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Butterfield & Co., Rock Island, Que.
The Lyman Tube & Supply Co., Montreal.
Pratt & Whitney Co. of Canada, Ltd., Dundas.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.
Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.
Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.
Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.
Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
A. H. Power Furnace Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.
Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.
Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.
Rod ends
J. H. Williams & Co., Brooklyn, N.Y.
Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.
Rods, Straightened
The Graham Nail Works, Toronto.
Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Roofing, Ready
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.
Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Rope Grips
Coleman Fare Box Co., Toronto.
Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.
Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.
Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Sand Paper
United States Sand Paper Co., Williamsport, Pa.
Saddlery Hardware
McKinnon Industries, Ltd., St. Catharines.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Sap Pans
Steel Trough & Machine Co., Ltd., Tweed
Saws, Crosscut and Band
Henry Disston & Sons, Inc., Philadelphia, Pa.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.
Sawset
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.
Saws, Back
The Crescent Co., Meriden, Conn.
Saws, Compass
The Crescent Co., Meriden, Conn.
Saws, Coping
The Crescent Co., Meriden, Conn.
Saws, Butchers', and Kitchen
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Fry's (London), Limited, London, Eng.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.
Saws, Hack
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Lyman Tube & Supply Co., Montreal.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton
Renfrew Scale Co., Ltd., Renfrew, Ont.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Searchlights
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
The Burrowes Mfg. Co., Toronto.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Snips (Tinner)
Wiesbusch & Hilger, New York.
Smith & Hemenway Co., Inc., Irvington, N.J.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1634 St. Urbain St., Montreal.
The Eyrace Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.

THE BUYERS' GUIDE

A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry So., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Wagon Hardware
McKinnon Industries, Ltd., St. Catharines, Ont.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Air and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks, Storage
Gilbert & Barker Mfg. Co., Springfield, Mass.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

Tires and Tubes, Automobile and Motor Tr
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelp
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.
W. C. Wood Co., Minneapolis, Minn.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Toboggans
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman, Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
Smith & Hemenway, Inc., Irvington, N.Y.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cases
The Pilliod Lumber Co., Swanston, Ohio.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Store Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

THE BUYERS' GUIDE

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto. Ont.

Tubes, Boiler
The Lyman Tube & Supply Co., Montreal.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G. Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel, Flexible and Metallic
The Lyman Tube & Supply Co., Montreal.
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Foot
The Hamilton Motor Works. Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toront.o

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jameson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Gregg Mfg. Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons. Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlay Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
Barcalo Mfg. Co., Buffalo, N.Y.
Bemis & Call Hardware and Tool Co., Springfield,, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
International Malleable Iron Co., Ltd., Guelph, Ont.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros, Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.,
The Hoyt Metal Co., Toronto.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, C.

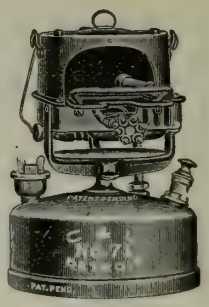
Subscription price of HARDWARE AND METAL is $3 per year or less than six cents per issue.

MADE IN CANADA

Blacksmith's Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.



No. 71—Fire Pot. List price, each, $27.20. Ask for Discount.

In The Winter There Are Many

"rush jobs" and "hurry-up" calls and the wise mechanic will look well to his stock of C. & L. Fire Pots and Torches and be prepared for all emergency orders, for he knows with C. & L. Fire Pots and Torches he can do his work quicker and better with a great big saving in fuel expense. Jobbers supply at factory price. Send for catalog—it's free.

Clayton & Lambert Mfg. Co.,
Detroit, Mich., U.S.A.

WILDER FIRELESS-COOKER and CAKE GRIDDLE

Thermometers

have filled a long-felt want and are in great demand by housekeepers everywhere

No. 980 is just one of the popular "WILDER" Cooking Thermometers

Ask Your Jobber

THE WILDER-PIKE THERMOMETER CO., Inc.
Fulton Street - TROY, N.Y., U.S.A.

100% Profit

is now being made by a considerable number of

Hardware Dealers

handling my lines of

Phonograph Accessories and Supplies

Write to-day for a copy of my latest catalogue and get your name on my mailing list.

H. A. BEMISTER
10 Victoria Street, Montreal, Que.

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

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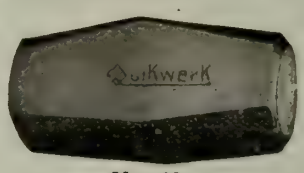
J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

SLEDGES



No. 93

Press forged by slow process to preserve structure of steel—scientifically tempered—sand blasted. Thoroughly guaranteed tools for all classes of work.

THE WARREN TOOL & FORGE CO.
234 Griswold Street WARREN, OHIO

Standard Tube & Fence Co., Ltd.

Manufacturers of

STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜" to 2", 14 to 20 Gauge.

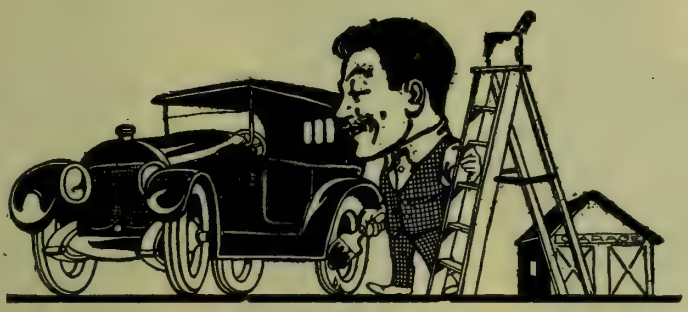
Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.

WOODSTOCK ONTARIO

Every New Auto Adds to Demand For These Specialties

Automobile Plants Cannot Keep Up With The Sales

Beats-All "Quality" Brand



Liquid Rubber Way

Mohair Top Dressing

Waterproofs and Re-rubberizes

Pints 85c
Quarts $1.50

Produces a black, silky and lasting finish. Leaves top soft and pliable.

Drab Lining Dye

Pints $1.35
Quarts $2.50

Re-dyes and refinishes inside top linings a fresh light color. Covers all stains and discolorations.

Knu-Lac Top Dressing

For Ford Cars

Pints 75c
Quarts $1.35

For imitation of leather tops. Refinishes a rich, glossy black; waterproofs and re-rubberizes.

These Top Dressings and all our products offer you powerful selling points. They are the only Dressings on the market having a LIQUID RUBBER base to Waterproof and Re-rubberize the Top material. They leave the Fabric Soft and Pliable. They put back into the Fabric something which has gone out through deterioration, giving it that factory newness and durability.

OTHER CAR ECONOMIES

DULL-LAC TOP DRESSING
Puts on a Rich, Egg-shell Finish.

RE-KNU UPHOLSTERY DRESSING
Makes Old Cushions Look and Wear like New. Dries in 15 Minutes.

RE-KNU BLACK LINING DYE
Re-dyes, Covering all Stains and Discolorations.

GLOSS BLACK ENAMEL
An Elastic Enamel to re-finish the entire car.

BURBANK O.D. TOP DRESSING
Re-dyes the Top a Light Drab Color — Waterproofs and Re-rubberizes.

RE-KNU RUBBER TIRE PAINT
Gives the Tire that new appearance. Does not wash off.

STAY-ON AUTO TOP PATCHES
Mends all Holes and Cuts.

BEATS ALL TUBE PATCHES
Fixes that Puncture Quickly.

BEATS-ALL RADIATOR CEMENT
A Liquid Cement—Stops all Leaks.

BEATS-ALL SPRING LUBRICANT
Stops that Squeak. It leaves a Graphite Deposit on Each Leaf.

ENGINE ENAMEL
Black and Grey. Stands a high Heat Test.

FENDER ENAMEL
For Retouching—Dries Quickly.

For Sale at Leading Hardware and Accessory Stores and Garages

Auto Specialties Manufacturing Co., Inc.

40 Elm St., Buffalo, N.Y.

Factories: Buffalo, N.Y., Fort Erie, Canada

Made in Canada

No. 500
⅞" Standard with Three-in-One Terminal

No. 501
⅞" Standard with Three-in-One Terminal

No. 502
⅞" Long with Three-in-One Terminal

No. 503
⅞" Long with Chevrolet Ball Terminal

No. 506
½" Long with Three-in-One Terminal

Hotter Spark for All Cars

M. & S. Spark Plug No. 500 is Standard Equipment on Model No. 4 Overland

M. & S. three-in-one terminal is adapted to any style ignition wiring. For the Chevrolet there is a special model ball terminal.

Hotter Spark! You can feel the quicker response the moment you start your car—if you have the M. & S. hotter spark!

M&S

The Plug with the Hotter SPARK

The M. & S. ball point, concentrating the current, and thus intensifying the heat, means a larger and hotter spark.

You can feel your car answer to the better ignition and more complete combustion. It's great! Alone this hotter spark justifies a trial of M. & S. Plugs.

The high grade porcelain has perfect chemical glaze unaffected by heat. High heat test ensures against spark troubles. And mark this—

M. & S. porcelain is *interchangeable.* One Porcelain fits all plugs.

One - piece Centre Electrode of 97% nickel-steel eliminates the danger of carbon fouling.

M. & S. Plugs are Canadian made by Canadian workmen. Nothing but very highest class materials and workmanship.

Our hard and fast guarantee means just what it says—complete satifaction or free repair or replacement.

No. 504
Regular with Three-in-One Terminal and Gaskets

No. 505
Porcelain with Chevrolet Ball Terminal and Gaskets

Dealers! Order from your nearest Jobber or write us direct for descriptive circular

Machine & Stamping Co., Limited

Commercial Dept.—Russell Motor Car Company, Limited,

1209 King Street West, Toronto, Ontario

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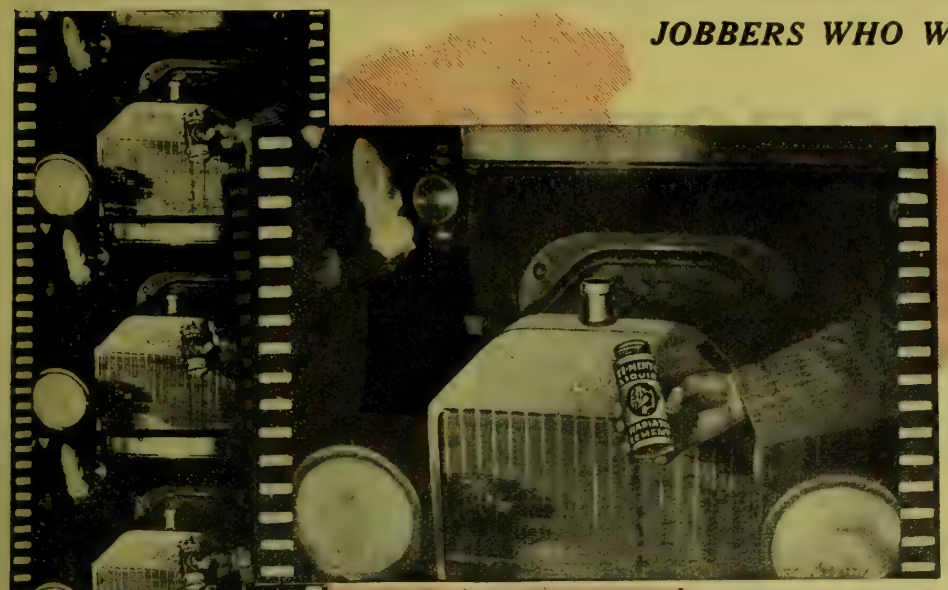


JOBBERS WHO WITNESSED THIS TEST:

S. K. WALLACE—G. Norman Baughman Co., Tampa, Fla.
A. J. HOPKINS—Canadian Fairbanks-Morse Co., Ltd., Montreal, Que.
E. V. PLANE—Carolina Tire & Accessory Co., Inc., Columbia, S.C.
G. B. SHEARER—Gaul, Derr & Shearer Co., Philadelphia, Pa.
J. N. WHITE—Ferris-Dunlap Auto Supply Co., Dallas, Texas.
A. A. WAYS—Ferris-Dunlap Auto Supply Co., Dallas, Texas.
A. J. JOHNSON—I. J. Cooper Rubber Co, Cincinnati, Ohio.
J. G. FITZSIMMONS—Caroline Auto Supply House, Charlotte, N.C.
W. H. VAN HORN—Pennsylvania Rubber & Supply Co., Oil City, Pa.
F. HAMILTON SUTER—Shadboldt & Boyd Iron Co., Milwaukee, Wis.
DUNBAR ABSTON—Ozburn-Abston & Co., Memphis, Tenn.
W. JUSTICE—Robinson Heavy Hdwe. Co., St. Joseph, Mo.
TROY B. WILDERMUTH—Front-Market Motor Supply Co., Harrisburg, Pa.
H. B. SMITH—Pennsylvania Rubber & Supply Co., Cleveland, Ohio.
H. T. SCHLEININGER—Motor Car Equipment Co., New York, N.Y.
M. SHAPIRO—Gaul, Derr & Shearer Co., Philadelphia, Pa
W. F. FERRIER—Fred Campbell Auto Supply Co., St. Louis, Mo

With 17 Jobbers as Judge and Jury

Before a recent gathering of representative Auto Supply Jobbers in Marietta, Ohio, SE-MENT-OL Liquid was poured into a radiator that spurted water from several leaks. While the jobbers (names listed above) watched closely, SE-MENT-OL sealed every leak in less than ten seconds.

The permanency of SE-MENT-OL repairs was proven when a can, in which several leaks had been Se-Ment-Ol sealed, was thrown time and again down a flight of concrete stairs, the can being demolished before a single leak opened up.

These tests with SE-MENT-OL and other Norwesco products were filmed and will be shown soon throughout the country, through the courtesy of jobbers.

RETAILS AT 75c. LIQUID OR POWDER

Write for Dealers' Proposition

THE NORTHWESTERN CHEMICAL CO.

2102 STATE STREET, MARIETTA, OHIO, U.S.A.

Canadian Factory : Montreal

SE-MENT-OL

The Radiator Repairer Guaranteed
For the Life of the Car

The Season Is Close at Hand

The spring is the biggest season of the year for tires. The cuts and bruises of winter driving pretty well finish a tire. Cars that have been laid up must be put into running shape once more and will likely require to have tires renewed.

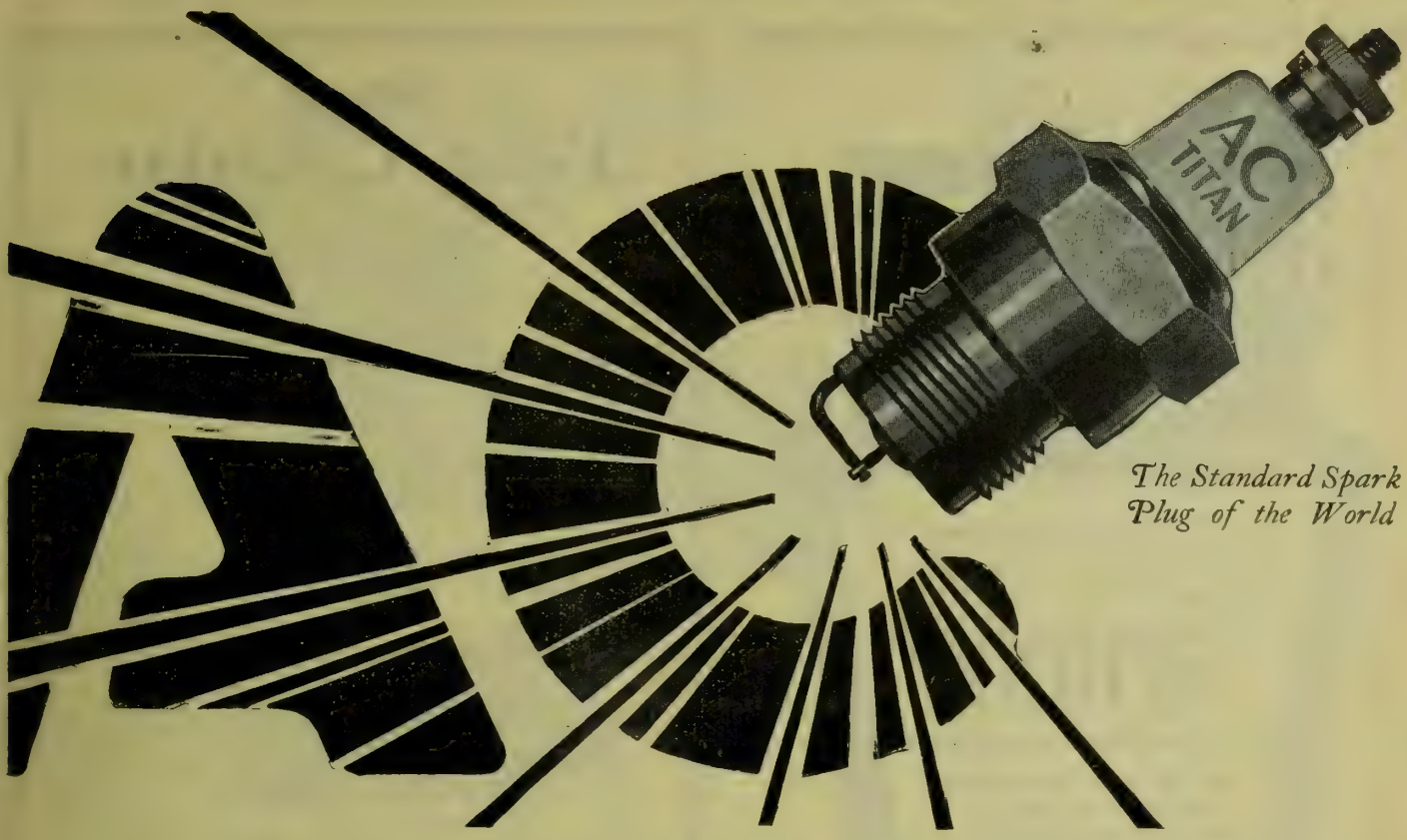
SELL
Gutta Percha Tires

Get after this money-making business—order a supply of Gutta Percha Tires and place them in your store where motorists will see them. You'll be surprised how quickly they will move. Remember, motorists KNOW the value of Gutta Percha Tires—you don't have to prove it.

Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria



The Standard Spark Plug of the World

The old, old story of AC dominance was retold at this year's New York and Chicago Automobile Shows. A census taken of the passenger cars and motor trucks on display showed that more fine cars were equipped with AC Spark Plugs than with all other makes combined. The dealer takes no chances in stocking a line that has the endorsement of the leading automotive engineers of the country, or in recommending and selling spark plugs that are used as standard equipment on the leading makes of automotive vehicles. That line is the AC. Concentrate upon it. Write today for complete dealer information.

Champion Ignition Company, FLINT, *Michigan*

These manufacturers use AC Spark Plugs for factory equipment

Acason Trucks
Ace
Acme Trucks
Advance-Rumely Tractors
Ahrens Fox Fire Trucks
American Beauty
American-La France
Anderson
Apex Trucks
Apperson
Appleton Tractors
Argonne Four
Atco Trucks
Auburn
Austin Manufacturing Company
Available Trucks
Avery Tractors
A & T Tractors

Bates Steel Mule Tractors
Beck Hawkeye Trucks
Bellanger Freres (France)
Bessemer Trucks
Betz Trucks
Birch
Bour-Davis
Braddon
Bradley
Briggs & Stratton Motor Wheel (formerly Smith)
Brockway Trucks
Buffalo Motors
Buick
Bullock Creeping-Grip Tractors

Cadillac
J. I. Case T. M. Co.
Chalmers
Chandler
Chevrolet
Chicago Trucks
Clark Tractors
Cleveland
Cole
Collier Trucks
Comet
Commonwealth
Conestoga Trucks
Continental Motors
Curtiss Aeroplanes

Daniels
Dart Trucks
Davis
Defiance Trucks
Delco-Light
Denby Trucks (Canada)
Diamond T Trucks
Diehl Trucks
Dodge Brothers
Doman Engines
Domestic Gasoline Pumping Engines
Dort
Duesenberg Motors
Dynelectric Plants

Eagle Tractors
Economy
Elmira
Essex
Excelsior Motorcycles

Fairmont Ry. Motors
Federal Trucks
Flour City Tractors
Frontmobile
F-W-D Trucks

Galloway Engines
Gary Trucks
Genco Lights
Glide
G. B. S. Motors
G. M. C. Trucks
Gramm-Bernstein Trucks
Gray Dort

Hackett
Hahn Trucks
Hall Trucks
Harvey Trucks
Hatfield
Haynes
Herschell-Spillman
Holt Tractors
Howell Tractors
Hudson
Hupmobile
Hurlburt Trucks

Independent Trucks

Jackson
Johnson Motor Wheel
Jordan
Jumbo Trucks

Kalamazoo Trucks
Kearns Trucks
Kent Concrete Mixers
Kissel Kar
Kleiber Trucks
Klemm Trucks
Knox Tractors
Koehler Trucks
K-Z Trucks

Lalley-Light
Liberty
Locomobile
L. M. C. Trucks
Maccar Trucks
Maibohm
Marmon
Master Trucks
Maxim Fire Trucks
Maytag
McLaughlin (Canada)
Menominee Trucks
Meteor
Midwest Engines
Minneapolis Motors
Mitchell
Moline-Knight
Monroe
Moreland Trucks

Napoleon Trucks
Nash
National
Nelson
Nelson Tractors
Nelson & Le Moon Trucks
Netco Trucks
New Britain Tractors
Noble Trucks

Oakland
Old Reliable Trucks
Oldsmobile
Oneida Trucks
Owens Light & Power Plants

Packard
Paige
Pan
Parker Trucks
Paterson
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Perfect Power Sprayers
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Pilot
Pittsburgher Trucks
Pioneer Tractors
Porter
Premier
Ranger Trucks
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Sterling Trucks
Stewart Trucks
Stockton Tractors
Stoughton Trucks
Straubel Engines
Sullivan Trucks
Super Trucks
Swartz Lighting Plants
S-S-E-Co.

Tiffen Trucks
Tioga Tractors
Titan Trucks
Tower Trucks
Trego Motors
Union Marine Engines
Universal Trucks
United Trucks
VanBlerck Motors
Veerac Motors
Vim Trucks
Wallace Tractors
Walter Trucks
Ward La France Trucks
Westcott
White
White Hickory Trucks
Whitney Tractors
Wichita Trucks
Wilson Trucks
Wisconsin Motors
Wolverine Tractors
Woolery Ry. Motors

U.S. Pat. No. 1,135,727, April 13, 1915, U.S. Pat. No. 1,216,139, Feb, 13, 1917. Other Patents Pending.

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

England's Most Durable Plug

interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

Factory Representatives:
Associated British Industries (of Canada) Limited
Head Office: Ryrie Bldg. Toronto
Phone: Main 1239

Manufacturers:
Sphinx Mfg. Co.
Birmingham, England

'SPHINX'

England's most Durable Plug

Star Ford Circular

Here's a good seller. Forces circulation of water from engine to radiator and back, insures continued circulation. Saves lubricating oil, gasoline and bearings. Pays for itself in 500 miles. Easily attached and profitable to the dealer. For all models.

Star Specialty Mfg. Co.

227-233 WEST ERIE STREET
CHICAGO, ILL.

Insist on Getting a

TALLMAN TIRE

PUMP

No. 1

No. 2

Reliable

Durable

Tallman Brass & Metal Limited

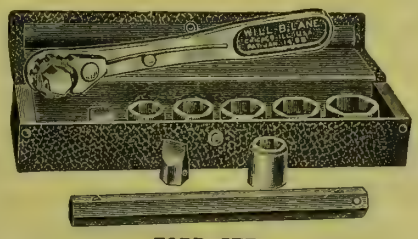
HAMILTON, ONT.

Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.

SUPER-UNIQUE SET


FORD SET

STANDARD SET

OFF-SET RATCHET SCREW DRIVER

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

A line that meets many requirements and presents unusual selling opportunities for the dealer.

Manufactured by

Will B. Lane UNIQUE Tool Co.

180 N. Dearborn St., Chicago, Illinois

International Service

Automotive Accessories

Tools and Hardware — **Garage Equipment**
Bicycles and Tires — **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.

Quick complete shipments to Jobbers or Dealers.

Avoid expense and delay by combining orders to us for all your requirements.

To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.

Depend on us for shop equipment of power and hand tools.

Established in 1896, the B-R Co. service is based on 24 years experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

Branches:—New York, San Francisco, Detroit. Pittsburgh and Kansas City
Cable Address: "Beckley." Codes: A.B.C. 5th Edition and Western Union

Dependability

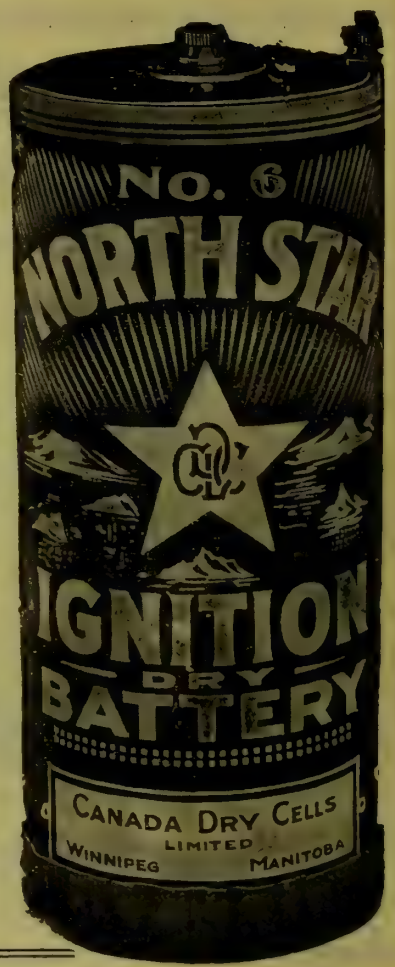
The user of North Star batteries knows that he can expect maximum service under all conditions. Heat, cold or humidity cannot affect the strength of the battery—the full power must be delivered in actual spark.

The value of dependability cannot be estimated. Delays, big or little, cost money. Serious loss can be occasioned by unreliable batteries. The North Star cells end delay losses and are a guarantee of continuous operation for engines, tractors, automobiles, telephones, bells, etc.

Made singly and in multiples (perfectly protected and conveniently arranged with handle). The user gets better service and the seller bigger returns and larger turnover from the North Star.

East or West the North Star is the biggest battery value.

Let us quote you prices.



Canada Dry Cells Limited

WINNIPEG, MANITOBA

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

NORTHLAND SKI MANUFACTURING CO.

SKI, TOBOGGANS, SNOW SHOES and ACCESSORIES

Best Sellers Liberal Profits None Better Made

Wire in Rush Orders Express or Freight — **Prompt Service**

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.

Largest manufacturersof Skis in the world

Have You Received Hardware and Metal Stock Electro Catalog Yet?

"Maple Leaf" Belting

Tested and proved best in the severe trials of every day, hard, practical use.

Strong
Durable
Runs True
Efficient

Economical to use—always reliable.

Made in Canada

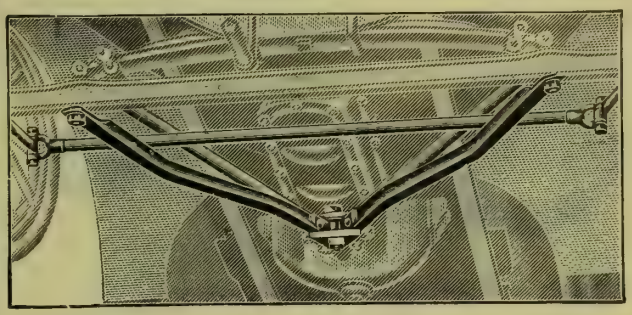
Order "Maple Leaf"

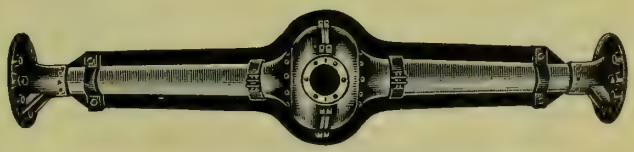
The Dominion Belting Co., Limited
Hamilton, Canada

We Take The Opportunity Of Thanking Our Customers

For their patronage in the years gone by, and also to state our regret at our inability to have served many with greater dispatch than we were able to do, we wish them to know, however, that we did our best under the circumstances, as never before did orders pour in upon us as they have in the year just closed, and never before have we experienced such difficulties of obtaining help and materials to enable us to cope with them. May we say that we are looking forward for better things in the year we are just entering upon.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

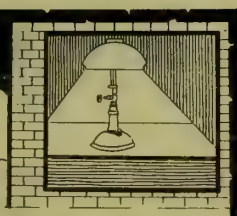
These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

Dixon Safetee Lamp



EVERY CANADIAN RURAL HOME A PROSPECT

A splendid seller to all rural homes that are out of reach of gas and electricity. Safe—Brilliant—300 candle power light.

The Hamilton Gas Mantle Company, Limited
Head Office and Factory:
TORONTO **HAMILTON, CANADA** MONTREAL

THE GREAT WESTERN SMELTING & REFINING CO.

Manufacture and stock a complete line of metals

Babbitt Metals
Guaranteed Solders

Also Pig Lead, Banca Tin, etc.

VANCOUVER, B.C. P.O. BOX 1060

OUR COLORED GRADES
1B, 1A, 7, 1, 5,

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

R-ME and NA-V Polishes
(WATERPROOF)

A polish for use on automobiles, furniture, pianos and all artistic woodwork, where a perfect finish is required. Our polish will not turn blue, nor will water wash it off, it will retain its gloss, and with a small can, a large surface can be polished.

To enterprising dealers we are prepared to offer special terms. Exclusive territory. And advertise for him in his district.

Write us for full particulars, which will be gladly given.

A sample will be sent you for your careful and scrutinizing test.

ARMY & NAVY MFG. PRODUCTS REG'D
26 Jurors St., Montreal
We make a **LIGHT** Floor Wax that you can sell quickly.

Satisfying to Use or to Sell

Every sale of this B & C Improved Adjustable "S" Wrench makes a new friend and future customer for you. It satisfies the customer and brings him for other wrenches of this sales-making line. Easily adjustable by the thumb of the hand that holds it. Carefully hardened and tempered.

Guaranteed. B. & C. Quality sells it. Write for prices.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U.S.A.

Canada Wire and Iron Goods Co.

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens, Wire Rope and Fittings.

Hamilton - - - Canada

DESOLVO
Sells Because it Saves Money

Clears clogged and frozen pipe without tearing up the house and lawn clear out to the street.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church Street, Toronto

Eastern Canada Representatives:
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Ontario and Western Representative:
L. F. MAYNE,
99 Quebec St., Toronto.

Plow Attached Packers and Harrows
WE MAKE THE BEST LARGE PACKERS SOLD

LEADERS IN OUR LINES

Write for Price List and Catalog

M LCHER PLOW HARROW

Surface and subsoil also supplied when called for.

CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG

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TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

CRANE MALLEABLE FITTINGS

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST PATRICK ST
MONTREAL

Branches: Toronto, Winnipeg, Vancouver.
Sales Offices: Halifax, Quebec, Ottawa, Calgary.

The Publisher's Page

TORONTO FEBRUARY, 7th, 1920

Will Your Name Be in the Hardware Directory?

You take good care you have your name in the telephone directory. If it were not, subscribers would have to ring up "Information." Subscribers often get in touch with our Information Department about lines they want to buy, and we are only too glad to oblige them. Once a year, however, we issue a Spring Number, which is a big issue of HARDWARE AND METAL used by manufacturers and jobbers to send a message to the trade at the commencement of the Spring and Summer season. It is just as important that your name be in the index of our Spring Buying Number as in the telephone directory.

Wholesalers and retailers keep these Annual Numbers for reference, and you will find them hung up in stores in every nook and corner of Canada.

The Annual Spring Number will be the **Big** Directory of the trade for months to come. The issue will be consulted many times by the most important hardware buyers throughout Canada. The issue will be used for securing names and addresses—for securing information about goods—for securing names of wholesalers or distributors of certain products. The Spring Number will be consulted in spare time by hundreds of hardware clerks seeking information and selling points on goods they are called upon to sell. The number will be the most complete hardware trade directory ever published in Canada. It will be our 32nd annual number, and we are going to make it the **Best on Record.**

Leading manufacturers and jobbers have reserved space, and copy is already in from many of the most successful advertisers in Canada and the United States. Date of issue, March 20. Send reservation without delay. Advertisers in this big number are also listed in the "Buyers' Guide" and Index.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

ESTABLISHED 1849

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Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta. | Vancouver, B.C.
Edmonton, Alta. | Hamilton, Ont.
Halifax, N.S. | Montreal, Que.
London, Ont. | Quebec, Que
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Victoria, B.C. | Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving General Manager Western Canada
TORONTO

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ADSIGN Registered RAINPROOF COLOR

for use on Cotton or Mat Board

Manufactured by C. R. Crowley 667 St. Catherine W MONTRE AL

WHITE LEAD and GENUINE LINSEED OIL and X'C'L' PUTTY
SOLD ON MERIT
N. B. Prichard's Paint Works
Sherbrooke, Que.

Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.
The quality of our goods is top-notch. Prices right.
CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

Display
Frost King Weather Strip
NOW!
JOBBERS HAVE LARGE STOCKS

OWL BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS
We will be pleased to give you our estimate on your next order.
CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

FREE To Retail Dealers

We offer free to any Retail Hardware or Implement Dealer a little booklet illustrated in this ad. Its pages show many interesting features about power houses for farms; the latest—the most modern—the most economical methods of installing Line Shaft Outfits with Speed Governing Pulleys are fully covered in this booklet.

At this time we are offering a similar booklet free to farmers through farm papers of more than 4,000,000 circulation. The inquiries are pouring in in large numbers.

Do you want to get the benefit of this advertising campaign? If so, write for the free booklet and special information.

CEDAR RAPIDS FOUNDRY & MACHINE CO.
Dept. C2 Cedar Rapids, Iowa

F. E. LINDSTROM
SWEDEN
PLYERS
Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St' Montreal

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

SMALL TURN BUCKLES

Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

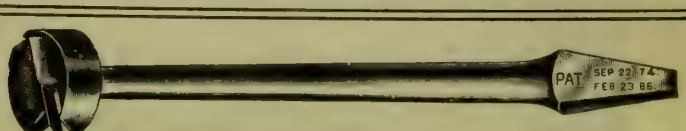
CANADIAN JOHN WOOD MFG. CO., LIMITED - TORONTO, ONT.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BADGES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Decalcomania Transfer

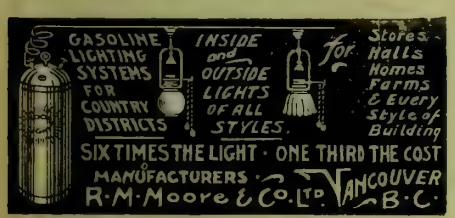
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

Swedish Steel Forging Co.

SWEDEN

RAZORS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal



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FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST. NEW YORK

CLIMAX PAPER BALERS

ALL STEEL—FIREPROOF
"Turns Waste into Profit"
12 SIZES

Climax Baler Co.
Hamilton, Ont.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment
Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

PETERBOROUGH CANOES

We make Canvas Covered and All Wood Canoes, Skiffs, Motor Boats and Toboggans

The Peterborough Canoe Co., Limited
Peterborough, Canada

$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.
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Manufactured by
Diamond Saw & Stamping Works
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KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
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DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

To The Trade

Reed & Coombs (successors to Copp Stove Co.)
Empire Ave., Fort William, Ont.

Having taken over all the patterns of the Copp Stove Co. we are making all repairs for the stoves made by the Copp Co. Orders for the same will be filled promptly. General Foundry Jobbing and Nickle-plating.

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

EXCELSIOR WIRE CO., LIMITED
VICTORIA SQUARE, MONTREAL

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 10"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory, return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 318 State St., BOSTON

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal

W. T. Evans, Can. Manager

Your Enquiries Promptly Answered

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. *Immediate Shipment.*

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

We Make a Specialty of

Special Steel Stampings

Send us your requirements and we will give you

Quotations

Homer & Wilson

Lancaster Street

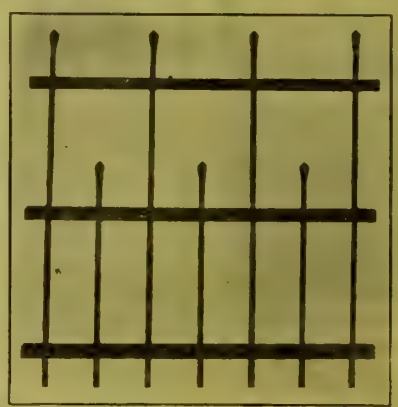
Hamilton, Ont.

Imperial Lawn Edge Trimmer

THEY BUY IT AS SOON AS SEEN

Easy working; leaves a clean, straight edge. Durable, profitable, rightly priced. Most jobbers will supply you.

Imperial Bit and Snap Co., Racine, Wis.



IRON FENCING,

of various designs,

WIRE WORK of all kinds.

C. H. JOHNSON & SONS, Limited

Wire Works, St. Henry

MONTREAL

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT

You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

NATIONAL STAMPING & ELECTRIC WORKS

CHICAGO, U.S.A.

OAKEY'S

"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

Our Step-Ladder Chairs are Winners

Also Step-ladders, Ironing Boards, Curtain Stretchers, Hercules Wire Stretchers, Reversible Drip Tub-stands, Clothes-bars, Eureka Post Hole Diggers, Malleable Iron Tank or Silo Lugs and Weil Points.

Prompt attention given your enquiries.

Otterville Mfg. Co., Limited

OTTERVILLE, ONT.

PARIS

REFRIGERATORS

SCREEN DOORS

WINDOW SCREENS

COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE

WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.

PARIS, ONTARIO

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — HARDWARE SALESMAN WITH window dressing experience, half time occupied in window dressing. Give age, salary and experience. Mills Hardware Co., Hamilton.

WANTED — BY AN AGGRESSIVE WHOLEsale and retail Northern hardware firm an expert window dresser and advertising man with store decorating experience and some sales ability. Apply to Box 301, Hardware and Metal, Toronto, Ont.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

TERRITORIAL MANAGER WANTED. WE make a big line of Sanitary Wire-grip Brushes, Dustless Mops and Dusters that are sold direct to the better class of homes by special salesmen who take the orders and later make deliveries and collections. We want a man who is financially able to carry a small stock to supply his salesmen and to such a man offer a good opportunity to build up a permanent, profitable business. Several good locations yet available in Canada. We shall also be pleased to hear from men who desire to sell a good line, as we now have several Canadian branches to supply specialty salesmen. Tell us all about yourself and we will send full details. North Ridge Brush Co., 247 Clark Ave., Freeport, Ill.

Buyer wanted for Wholesale Hardware. Must be thoroughly experienced in all branches. A knowledge of Automobile Accessories acceptable. Applications treated in confidence. Apply Box 305, Hardware and Metal.

AUTOMOBILE SUPPLY SALESMAN

A young man with experience in automobile accessories as head clerk in this section of large department store in Toronto. Apply giving full particulars as to experience, age and salary expected. Box 725, Hardware and Metal.

SITUATIONS WANTED

ELEVEN YEARS VALUABLE EXPERIENCE, including management of my own hardware store is offered by single returned man, 31 years old, to manufacturer needing a traveller, buyer or manager, or useful man in other position than clerking. Box 303, Hardware and Metal.

COMMISSION AGENT CALLING ON THE mining and lumbering business in the Cobalt and Porcupine District wants a few good lines. A. Lalonde, Box 131, Timmins, Ont.

COMMERCIAL TRAVELLER WITH FOUR years' experience calling on the trade with woodenware is now open to handle same line for the Maritime Provinces and has good connection. Woodenware, c/o McLean Publishing Co., Ltd., Toronto.

AGENCIES WANTED

DALEY & GORRILL, SUMMERSIDE, P. E. Island, manufacturers' agents, will handle any line that is a profit maker. Correspondence solicited.

AGENCY—OUR FIRM, MANUFACTURERS OF harnesses in Levis, Que., invites correspondence from manufacturers of staple hardware goods which their travellers, covering the Province of Quebec, could sell to merchants. Strictly first-class references offered. Ferd Cote, Ltd., Levis, Que.

Manager Wanted for Canadian National Newspapers & Periodicals Association

To act also as Secretary-Treasurer, and carry on the Association's general work, under the direction of the President and the Board of Directors, study the interests of the various classes of publications in the Association, and plan and carry on promotion work in their interests. Applicants should understand advertising and merchandising.

Apply in writing only, stating age, full details of experience, and salary expected. Applications will be treated as confidential.

Address Acton Burrows, President, Canadian National Newspapers & Periodicals Association, 70 Bond Street, Toronto.

FOR SALE

TINSMITH AND PLUMBING FOR SALE OR to rent in a good Eastern manufacturing town. A good country and mill trade. Apply to Box 302, Hardware and Metal.

A Proposition Unusual

A hardware business for quick sale in North's most enterprising town. Business established over 20 years and ample room for improvement. Reason for sale will be confidentially explained to those inquirers showing seriousness of intent.

Apply Box 685

Hardware and Metal

For sale at reasonable prices, Genuine Swedish Iron Bars, full assortment of sizes. Apply Dillon Crucible Alloys, Ltd., Welland, Ont.

TO RENT

EXCELLENT OPENING

To rent, in the Village of Webbwood, Algoma, on the Soo Line of the C.P.R., forty miles West of Sudbury, hardware store and commodious warehouse; business established twenty-five years and has always been a money maker. Possession about March 1st. Apply to James Purvis, Sudbury, Ont., sole executor, late C. A. Purvis.

MISCELLANEOUS

STOVE REPAIRS SUPPLIED FOR GARLANDS, Pen Esthers, Acmes, Crown Hurons, Supremes, Coronas, Renowns, Silver Kings, Grand Ideas, and all kinds of stoves and ranges. For full list and prices write Grundy Bros., Strathroy, Ont.

BUSINESS WANTED

WANTED—HARDWARE BUSINESS IN ONtario town or city with stock of $7,500 or more. Box 709, Hardware and Metal.

INDEX TO ADVERTISERS

Acme Waste Mfg. Co. 122
Allen & Co., L. B. 94
Allway Oiler Mfg. Co., The 26
American Enamel Products Co. 26
American Pad & Textile Co. 25
Army & Navy Mfg. Co. 122
Ashdown Hardware Co., J. H. 95
Atkins & Co., E. C. 18
Auto Specialties Mfg. Co. 113

Baines & David 37
Barnett Co., G. & H. 89
Barrett Co., The 38
Barton Netting Co. 32
Beatty Bros., Ltd. 83
Beckley-Ralston Co. 119
Bemis & Call Hdw. & Tool Co. 122
Bemister, H. A. 112
Berry Bros. 75
Brandram-Henderson, Ltd. 62-63
Brett Co., The 94
Bissett & Webb, Ltd. 94
Bissell Carpet Sweeper Co. 23
Boeckh Company, Ltd., The 73
Bradstreets 124
British Smelting & Refining Co. 105
Brown & Sharpe Mfg. Co. 21
Butcher & Co., J. H. 125
Butterfield & Co. 14

Calandar Mfg. Co., John 94
Cameron & Campbell 124
Canada Decalcomania Co. 125
Canada Dry Cells, Ltd. 120
Canada Foundries & Forgings, Ltd. 35
Canada Lamp & Stamping Co. 120
Canada Metal Co. 81
Canada Steel Goods Co., Ltd. 9
Canadian Lamp & Stamping Co. 120
Canadian Tube & Iron Co. 32
Canada Wire and Iron Goods Co. 122
Canadian Winkley Co., Ltd. 120
Canadian John Wood Mfg. Co. 124
Cane & Sons, William 32
Carhartt, Hamilton, Cotton Mill Co. 36
Caron Bros. 124
Carter White Lead Co., Ltd. 105
Caverhill, Learmont & Co. 34
Cedar Rapids Foundry & Mach. Co. 124
Champion Ignition Co. 117
Chamberlain Desolvo Co. 122
Channell Chemical Co. Inside front cover
Chicago Flexible Shaft Co. 19
Chicago Spring Butt Co. 27
Christiansen Implements, Ltd. 122
Clayton & Lambert 112
Climax Baler Co. 125
Coghlin, Ltd., B. J. 124
Collette Manufacturing Co. 27
Consumers Cordage Co. 4-5
Crescent Co., The 26
Crane, Limited 122
Crowley, C. R. 124

Davidson Mfg. Co., The Thos. 24
Diamond Saw & Stamping Works. 125
Dominion Belting Co. 121
Dominion Cartridge Co. 40
Dominion Metal Co. 104
Dominion Sheet Metal Corp. 87
Doon Twines, Ltd. 125
Dorken Bros., Ltd. 20
Dowswell, Lees & Co. 10

Edelmann & Co., E. 11
Eureka Planter Co. 37
Evans, W. T. 125
Excelsior Wire Co. 125

Frost King Weather Strip Co. 124
Frost Steel & Wire Co., Ltd. 15

Gendron Manufacturing Co. 20
Gipe-Hazard Co., Ltd. 121
Glidden Co., The 85
Goodell-Pratt Co. 13
Graham Nail Works, The 107
Grasselli Chemical Co. 28
Greb Co., The 125
Great West Electric Co. 97
Great Western Smelting & Refining Co., The 121
Guelph Spring & Axle Co. 125
Gutta Percha & Rubber Co. 116

Hamilton Gas Mantle Co. 121
Hamilton Stamp & Stencil Works. 125
Hamilton Stove & Heater Co. 6
Hobbs Manufacturing Co., Ltd. 89
Homer & Wilson 126
Hoyt Metal Co. 32
Hutton & Co., James 126

Imperial Bit & Snap Co. 126

Jacobs Manufacturing Co., The 18
James & Co., W. R. 97
Jardine & Co., A. B. 112
Jenkins Bros., Ltd. 20
Jennings Mfg. Co., Russell 125
Johnson & Sons, C. H. 126

Kinzinger, Bruce & Co. 125
Korn Razor Mfg. Co., Geo. W. 20

Laidlaw Bale Tie Co. 30
Lamplough & Co., F. W. 124, 126
Lane Unique Wrench Co., Will B. 119
Landers, Frary & Clark 2
Lewis Bros., Ltd. 33
Line & Kimball Co. 121
London Rolling Mills Co. 24
Ludgate, Ryder & Thomas Co. 27
Lufkin Rule Co. of Can., Ltd. 128
Lundy, A. R. 27

Machine & Stamping Co., Ltd. 114
Martin Co., The L. 31
McArthur & Co., Alex. 107
McClary Mfg. Co. 42
McDougall & Co., R. 31
Merchants Hardware Specialties, Ltd. 94
Mica Company of Canada 125
Moore & Co., Ltd., Benjamin 71
Moore & Co., Ltd., R. M. 125
Morrison Brass Mfg. Co., James 25
Myers & Bros., F. E. 24
Myers Co., C. A. 125

Nagle Manufacturing Co., H. 29
National Cash Register Co. Back cover
National Stamping & Electric Wks. 126
National Enameling & Stamping Co. 101
Niagara Falls Metal & Stamping Works 106
Nicholson File Co. 29
Northern Bolt, Screw & Wire Co., Limited 28
Northwestern Chemical Co. 115
Northland Ski Co. 121
Nova Scotia Steel & Coal Co. 24

Oakey & Sons, Ltd., John 126
O-Rib-O Manufacturing Co. 97
Ottawa Paint Works, Ltd. Inside back cover
Ottawa Trading Co. 37
Otterville Manufacturing Co. 126
Owl Metal Co., Ltd. 124
Owen Sound Wire Fence Co., Ltd. 125

Parmenter, Bulloch & Co. 29
Penberthy Injector Co. 103
Peterborough Canoe Co. 125
Pink & Co., Thos. 28
Plymouth Cordage Co. 3
Prairie City Oil Co., Ltd. 97
Prentiss-Wabers Stove Co. 17
Progressive Manufacturing Co. 124
Pratt & Lambert, Inc. 99

Ramsay & Son, A. 77-79
Reed & Coombs. 125
Reed & Co., George W. 30
Rice Lewis & Son, Ltd. 1

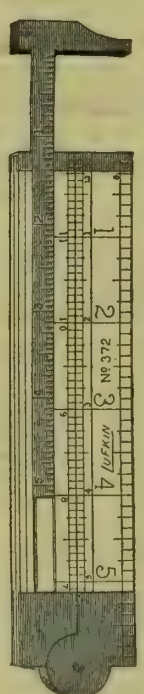
Sanderson Harold Co. 126
Sand Sons, J. 12
Saskatchewan Glass & Supply Co. 94
Schultz Mfg. Co., Ltd. 12
Shurly Co., T. F. 39
Simms & Co., T. S. 75
Sphinx Manufacturing Co. 118
Stanley Rule & Level Co. 8
Stanley Works, The 83
Standard Tube & Fence Co. 112
Star Specialty Mfg. Co. 119
Starrett Co., L. S. 16
Stephens & Co., G. F. 91
Stevens-Hepner Co. 39
Still Manufacturing Co., J. H. 39

Tallman Brass & Metal Co., Ltd. 116
Taylor-Forbes Co., Ltd. 22
Toronto Plate Glass Importing Co. 89
Trees & Co., Samuel 22
Trimont Manufacturing Co. 28
Turner & Sons, J. J. 112

Union Iron & Metal Co. 39
United States Sand Paper Co. 28

Vol-Peek Manufacturing Co. 29

Warren Tool & Forge Co. 112
White & Colquhoun 30
Whittall Can Co., Ltd., A. R. Front cover—81
Wilder-Pike Thermometer Co. 112
Wilkinson & Kompass 122
Wilckes-Martin-Wilckes 125
Wilkins Co., George H. 124
Western Hardware Co. 30
Wilt Twist Drill Co. of Canada, Ltd 7
Wood-Vallance, Ltd. 93
Woods & Co., Walter 31
Wrought Washer Co. 31

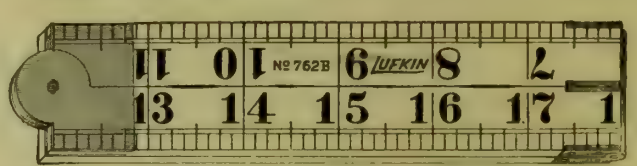


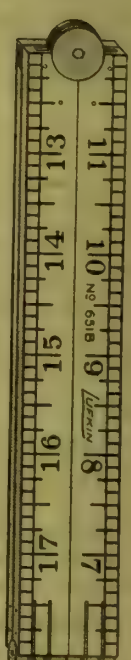
LUFKIN

RELIABLE BOXWOOD RULES

Will meet your customers' every requirement well.

Made from Genuine Boxwood, thoroughly seasoned, sections securely assembled. Graduated by methods that insure Accuracy; Well Finished and Closely Inspected.





A STRICTLY HIGH-GRADE LINE, EMBRACING SEVERAL EXCLUSIVE NEW PATTERNS THAT HAVE MADE FRIENDS EVERYWHERE, SUCH AS COMMON RULE NO. 651B.

ASK FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

"Paints and Varnishes for Every Purpose"

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is for "Dealers" and "Dollars and Cents" which Jas-per-lac brings together

Jas-per-lac

The Present-Future Finish REGISTERED

An Enamel and Varnish Product

that shines and wears like Jasper. In fact, it sells under a guarantee — you may refund the money in case Jas-per-lac should ever prove unsatisfactory and not as we represent it. This broad guarantee indicates our confidence and should inspire both yours and the consumer's, for it means good-will, increased patronage and satisfaction.

Jas-per-lac in Lac Shades for floors, furniture and interior woodwork. Jas-per-lac Enamels for carriages, autos, canoes, and everything where beauty and durability of finish is essential.

Send Your Name and Address on a Postcard for Proof that an O.P.W. Agency will Pay You.

Ottawa Paint Works, Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

This merchant finds it easy to make out his income tax report

HE has a checking account at the bank and he uses an up-to-date National Cash Register.

From his bank check book and his bills he gets the cost of running the store, cost of merchandise bought, and a record of payments made.

From his National Cash Register he gets a record of **(1)** cash sales, **(2)** charge sales, **(3)** received on account, **(4)** petty cash paid out, and **(5)** clerks' sales.

These records give him the figures he needs for his income tax. They also give him control over his business every day of the year.

This merchant knows that his register records are complete and accurate, whether they are made when business in his store is quiet or when there is a rush of selling.

Without an up-to-date National Cash Register, these necessary figures would be hard to get, hard to keep, impossible to verify, and expensive to record.

An up-to-date National Cash Register will give you the records you need to control your business

The National Cash Register Company of Canada, Limited

Factory: Toronto, Ontario

Branch Offices:

CALGARY	714 Second Street, W.
EDMONTON	5 McLeod Bldg.
HALIFAX	63 Granville Street
HAMILTON	14 Main Street, E.
LONDON	350 Dundas Street
MONTREAL	122 St. Catherine Street, W.
OTTAWA	306 Bank Street
QUEBEC	133 St. Paul Street
REGINA	1820 Cornwall Street
SASKATOON	265 Third Avenue, S.
ST. JOHN	50 St. Germain Street
TORONTO	40 Adelaide Street
VANCOUVER	524 Pender Street, W.
WINNIPEG	213 McDermot Avenue

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA

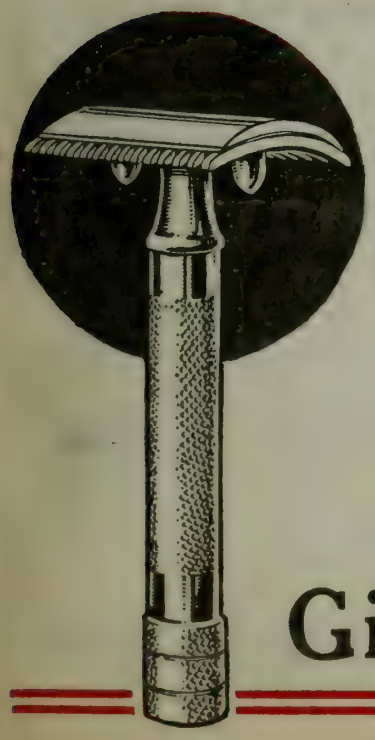
Vol. XXXII No. 7 FEBRUARY 14, 1920

FILE COPY

MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER

FILE COPY

Meet the Big Fellow at the Convention



You will be glad to get your hand on the Big Fellow—no! no! not Bittues this time! He will be there, of course, and so will Cotter and Richie and Lunan—you will find them all in, or near, booths 29 and 30 at the Hamilton Convention February 17th to 20th.

But this Big Fellow—it is the biggest thing ever turned out at the Gillette Factory, yet it takes the same old reliable blade.

There's heft in the handle and size enough for any hand. The case is absolutely new and different. It's wood—but wait and see.

One thing is sure, the Big Fellow will go strong with your trade!

Gillette Safety Razor

Retail Price in Canada $1.50

One of the Edelmann Products

Edelmann "Breaknot" Storage Battery Tester

An Auto Necessity recognized and bought by every car owner.

All authorities are agreed on the advantage of frequent "Hydrometer Tests"—the best means of prolonging the life of storage batteries. "Breaknot" is the most accurate and durable for the purpose.

This exceptionally reliable Battery Tester is of patented construction that does away largely with the use of glass so that it may be carried in tool boxes, etc., without breakage.

Notice the clear, easily-read scale, and the red danger marks indicating "Empty," "Half Empty" and "Full Charge." See the generous bulb of strong red rubber. The hydrometer float is guaranteed accurate. "Breaknot" comes neatly packed in a tube with full directions.

E. Edelmann & Company

CHICAGO - - - U.S.A.

Manufacturers of

Jumbo and Gem Grease Guns	Han-d Hammer
3-in-1 Screw Driver	Han-d Wrench Set
Sexto Wrench Set	Perfect Coupling Assortment
4-in-1 Screw Driver	No. 312 Cut-outs

Leaknot Air Chuck, etc

ASK YOUR JOBBER

HARDWARE AND METAL, February 14, 1920. Volume XXXII., No. 7. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

RUSH

Our mail order department has behind it many years of experience and earnest effort in giving orders close attention and quick despatch.

All orders are given immediate consideration, but in those "rush" instances, you will find our organization right on "tip-toe" to follow instructions—to rush.

WE SPECIALIZE ON MAIL ORDERS

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

UNIVERSAL HOME NEEDS

For the Dining Room

Table Cutlery and Silverware, Coffee Urns, Tea Balls, Tea Pots, Chafing Dishes, Electric Grills, Vacuum Pitchers, Casseroles, Toasters, etc. All these are graceful in design, superior in material and construction.

For the Kitchen

Make hard work easy and get better results by using the UNIVERSAL Food Chopper, Mayonnaise Mixer, Bread Maker, Coffee Percolator, Tea Ball, Tea Pot, Electric Iron, Electric Waffle Iron and Kitchen Cutlery. Use this UNIVERSAL line of Home Needs and make your kitchen work a pleasure.

Made to meet

Home Service Requirements of the Consumer

UNIVERSAL HOME NEEDS

Store Profit Requirements of the Dealer

LANDERS · FRARY & CLARK

· NEW·BRITAIN CONNECTICUT ·

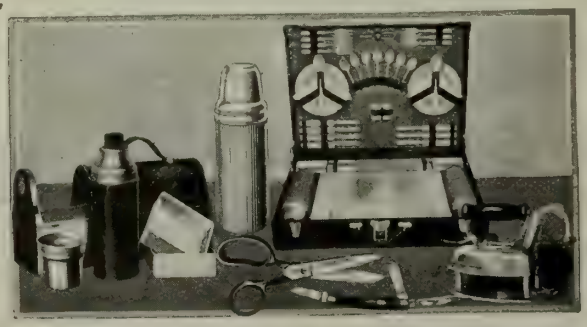
For the Office, School, Motor Car, Hotel or Camp

For the Boudoir

CANADIAN REPRESENTATIVES:

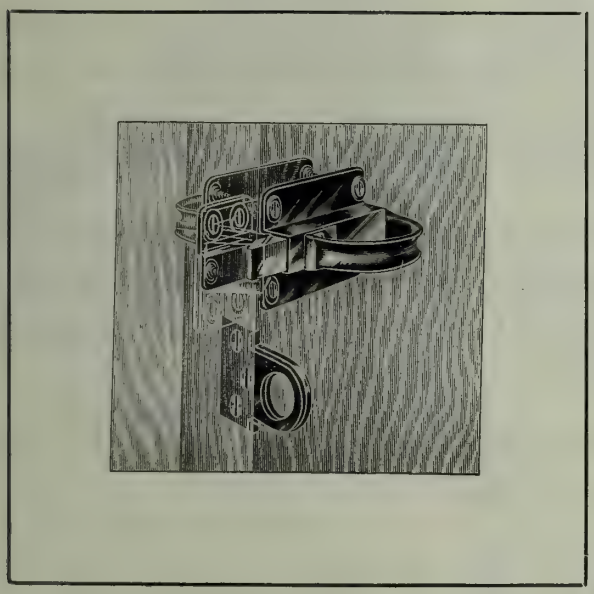
A. MACFARLANE & CO., LTD., MONTREAL, QUEBEC

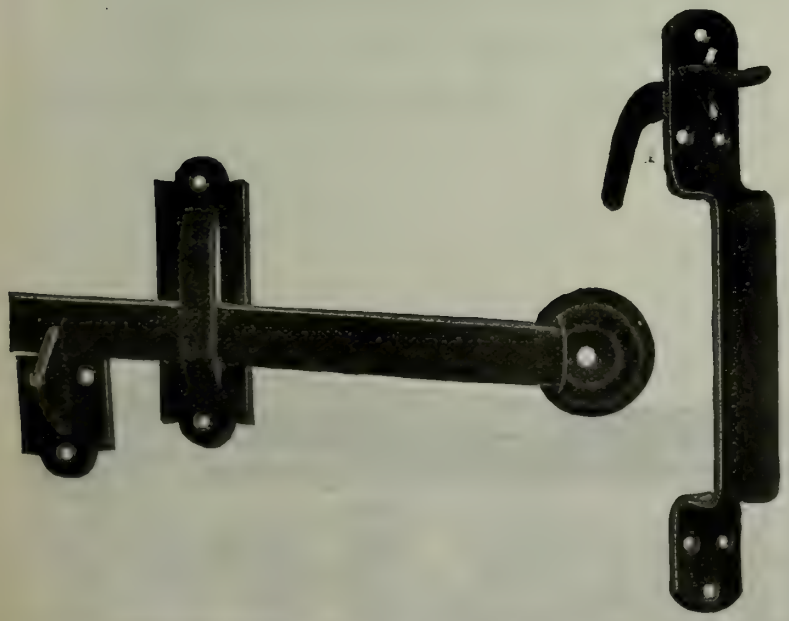
Many practical every-day uses in keeping food or drinks hot or cold make the UNIVERSAL Bottle a dispenser of comfort that nowadays we can ill afford to do without. Our line consists of Vacuum Bottles, Lunch Boxes, Motor Sets, Pocket Cutlery, Scissors, Shears and Tourists' Electric Irons.



Our useful electric line of Home Needs for the Boudoir consisting of Electric Heating Pads, Curling Irons, Vacuum Jug, Immersion Heater, Milk Warmer, Radiator Heater, Hot Water Bottle, are constantly in demand by to-day's housewife.

The Door to Prosperity Opens With C.S.G. Co.'s Latches





No. 1240 Barn Door Latch

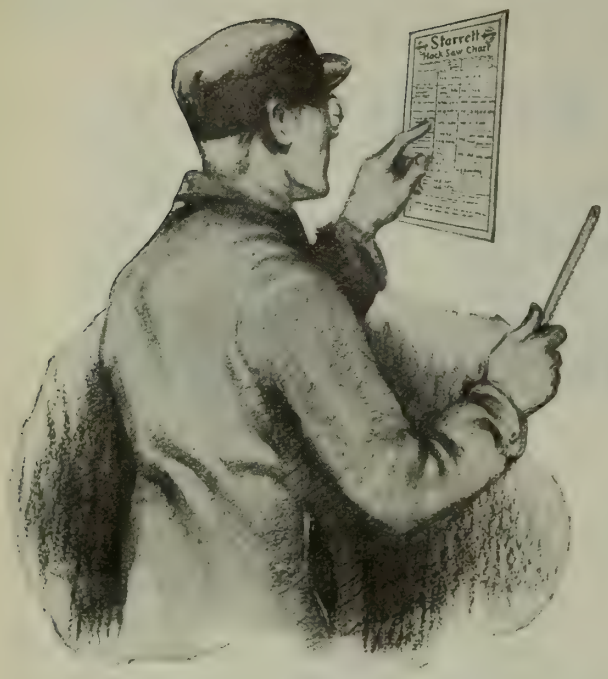
opens all doors quickly and easily, just as it performs all the other duties of a latch, even the duty of selling readily and with a profit for the merchant. A durable, common-sense latch with Japanned frame and handles, tinned bolt and a Sherardized spring of piano wire that cannot rust. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.

The "Challenge" Latch

has opened a new door to profit for many a shrewd dealer, for it possesses more points of quality and value—selling points—than any other thumb latch on the market; for instance, it is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place. Packed one-half dozen in a box. 12 dozen in a case. Weight, 180 lbs. per case.

Canada Steel Goods Company
Limited

Hamilton **Canada**



Follow the Chart for the sake of economy.

The selection of the right blade at the beginning of the work will save time, money and effort all through the job. There's no such thing as an "all purpose" blade, one saw that will cut everything from brass pipe to steel billets, economically. If it were possible, Starrett would have produced such a blade years ago.

The most, and the best that can be done, is to divide all of the material into certain classes — and then design the blade that will cut each group most economically.

The Starrett Hack Saw Chart shows how materials may be grouped and it shows the Starrett Saw that will cut each group cheapest.

Write for a copy of the Chart and Catalog No. 21" MA."

Help your customers economize by keeping them supplied with Starrett Hack Saw Charts.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASSACHUSETTS

42-18

Starrett Hack Saws

Whoopee!

"Push-a-Bikes" Selling at Rate of Half Million a Year

Push-a-Bike breaks toy sales records. Thirty days after the first campaign started it sold at the rate of half a million a year. Three factories were required to supply the clamoring demand.

It's adjustable—you only need carry one size in stock.

Imitation rubber-tired—noiseless, easy on floors. The heavy steel axles make it a two-boy bike—one can ride behind.

Push-a-Bike is a big seller with a definite all-year market. Place your order now to insure prompt delivery.

Write for circular.

Finished in highly varnished colors — red, white and blue. Seat adjustable to children from 2 to 7 years old. Packed one in carton, six in crate. Weight approximately 100 lbs. to dozen.

THE U & I TOY CO.

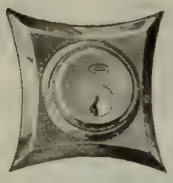
State-Lake Bldg. Chicago, Ill

JAMES H. CUMMING, Sales Manager

JOBBERS:

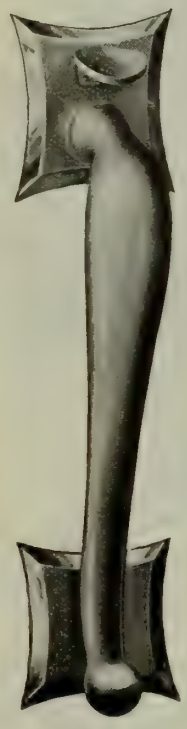
H. S. Howland Sons & Co., Ltd., Toronto, Canada.
Nerlich & Co., Ltd., Toronto, Canada.
D. H. Howden Co., Ltd., London, Canada.
Balfour, Sym & Co., Hamilton, Canada.
Hudon, Hebert & Cie, Ltd., Montreal, P.Q.
A. M. Smith & Co., London, Canada.
The Cameron-Heap Co., Ltd., Fort William, P.Q.

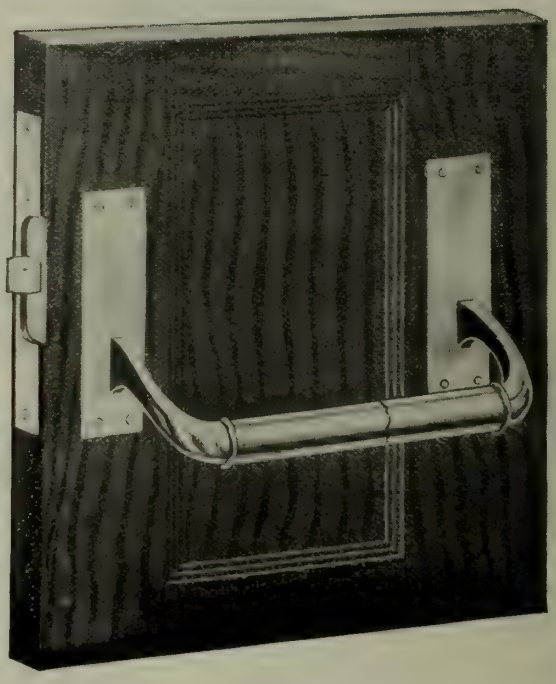
"Push-a-Bike"



MADE IN CANADA

A WINNER





Panic Exit Lock

To meet the ever-increasing demand for a Lock or Lock Set suitable for Exterior or Exit Door we have added to our already extensive lines a Lock or Lock Set especially adapted for Church, School, Theatre, Store or Factory exterior or exit doors. This Lock can be used with any of our regular Store Door Handles, Plate or Sectional type or with a combination of Handle on outside and Panic Bar on inside. Lock has protected strike.

Price quoted on application.

We extend a cordial invitation to all Dealers to visit our showrooms during the Hamilton Convention or see our Exhibit in I.O.O.F. Building.

**Canadian money,
Canadian made,
Should be spent in Canada
for Canadian Trade.**

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

WILT

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS

Quality and Efficiency

Every WILT High Speed or Carbon Twist Drill, Reamer or Milling Cutter is the result of chemical test and research.
Exact proportion of materials that have been proved correct by practical tests are specified. At every stage of manufacture Wilt tools are subjected to exacting inspection requirements.

Special Reamers for Ford Car Repairs

We are prepared to supply this essential feature of a complete auto accessory stock. There is a large and still growing demand for these exceptionally useful reamers.

"Where There's a WILT, There's the Way"

Wilt Twist Drill Company Of Canada, Limited

Walkerville - Ontario

London Office: Wilt Twist Drill Agency
Moorgate Hall, Finsbury Pavement, London, E.C. 2, England

QUALITY

WE SHALL BE THERE TO GREET YOU

AT

THE CONVENTION HAMILTON

FEBRUARY 17th to 20th

LET US GET BETTER ACQUAINTED FOR OUR MUTUAL BENEFIT.

SEE OUR EXHIBIT IN THE I.O.F HALL WHERE WE WILL SHOW YOU ON THE SCREEN HOW

McCLARY'S

MAKE GOOD STOVES AND COOKING UTENSILS

Hamilton Office:
Cor. York and Bay Sts.

ATKINS

STERLING QUALITY SAWS

A—the first letter in the alphabet stands for ATKINS. ATKINS—stands for the highest quality and efficiency in SAWS, SAW TOOLS and SAW SPECIALTIES. Atkins products are known the world over as

"The Finest on Earth"

Learn more about Atkins Products. Write for our free books, *"Pointers"* and *"Atkins 1920 Advertising Service."*

E. C. ATKINS & COMPANY

Established 1857

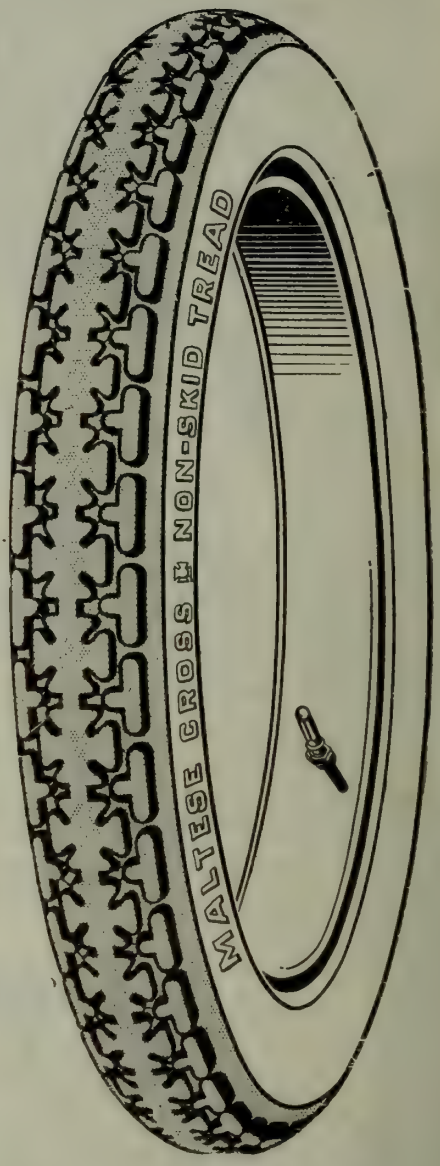
"The Sterling Quality Saw People"

Canadian Factory:
HAMILTON, ONTARIO

Branch:
VANCOUVER, B. C.

He'll Blame You Sure

Don't get away with the idea that you can sell a motorist a poor tire and get away with it. He won't blame the tire half as much as he'll blame YOU. Are you following this policy? Sell a motorist tires that will DELIGHT him—sell him



GUTTA PERCHA TIRES

The performance of these "Tires that give satisfaction" compels motorists who buy one to just naturally keep on buying them as occasion demands. Entrench yourself in the mind of the motorist—it pays well. Arrange an attractive display of Gutta Percha Tires—the results will surprise you.

Gutta Percha and Rubber, Limited

Head Offices and Factory: Toronto

Branches: **Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria**

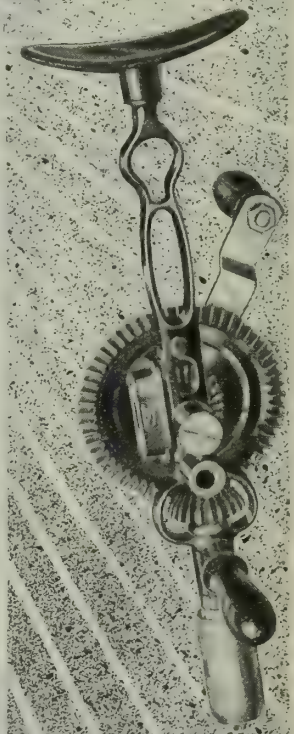
MILLERS FALLS TOOLS

Have You All Five?

For fifty years the Millers Falls name has stood for tool-making ingenuity and the utmost in tool quality and finish.

In recent years it has also meant the most widely advertised tool line. Our consumer advertising has featured these five tools here and has made them in a very real sense standard tools for every dealer to carry. You can add what others you need, but these at least should be in your stock to take advantage of our advertising campaign.

Write us for details of our offer to dealers.



MILLERS FALLS CO.

"Toolmakers to the Master Mechanic"

MILLERS FALLS - MASS.

BUTTERFIELD

Milling and Gear Cutters

of carbon and high speed steel serve long and accurately like the rest of the Butterfield Tool "family." Butterfield Tools have a reputation backed by their thousands of users—for durability, accuracy and speed.

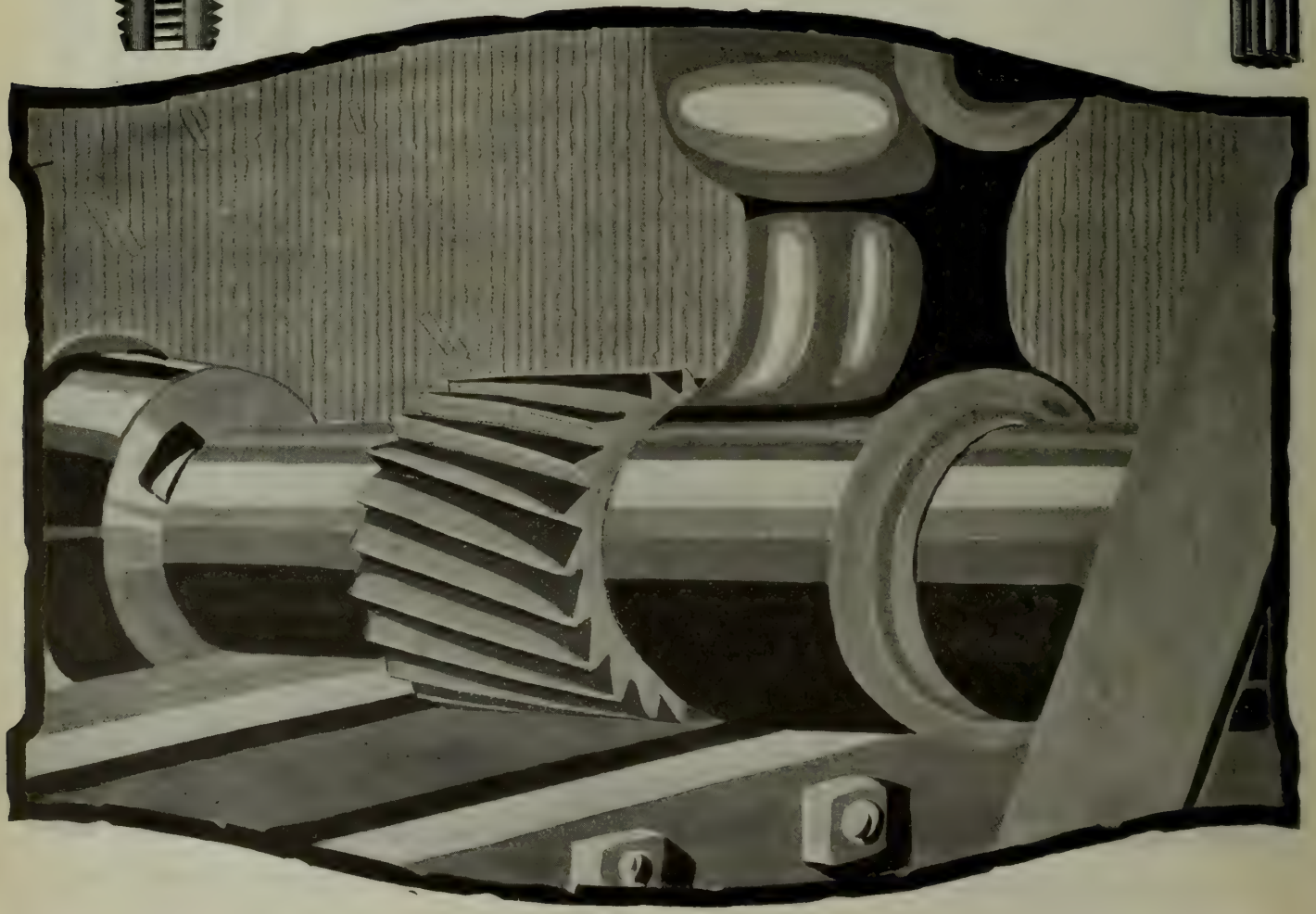
We will be glad to explain, to dealers who write us, how Butterfield Popularity will produce dollars for the retail merchant.

Write for Catalog

Butterfield & Co. Inc.

Rock Island

Quebec

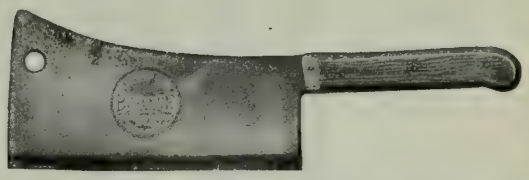


BUR-NOR HARDWARE SPECIALTIES

Mean More Profit to the Dealer and Satisfaction to His Customers

FARM HARDWARE

No. 400—All Steel Indestructible Meat Saw. 3 Sizes.



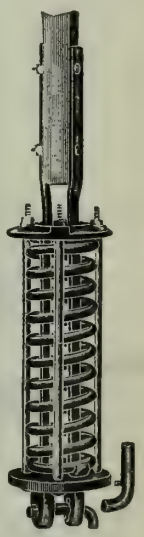
No. 410—Medium Size Cleaver

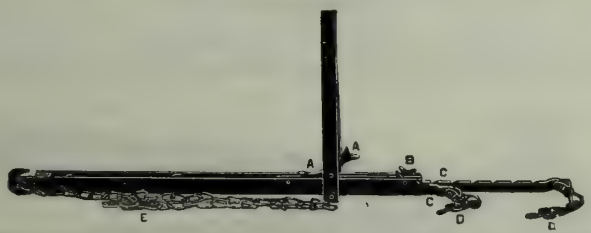
No. 420—Butcher Knife.

No. 600—

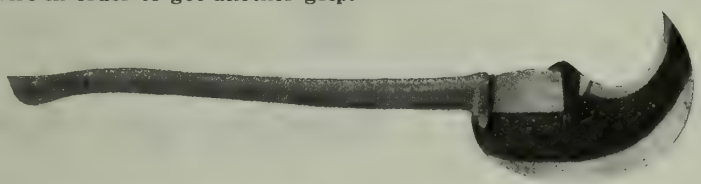
Windmill Pump Spring

"A Shock Absorber for Your Mill."





No. 550—Zim's Duplex Wire Stretcher. Continuous action. No need to fasten wire in order to get another grip.



No. 250—Forest King Brush Axe. A valuable tool for clearing under brush, etc.

TO DEALERS: We offer to you thru your jobber a large line of unique hardware specialties that are guaranteed.

JOBBERS: We will allow special discounts and assist in other ways to help pay the duty and exchange.

Write for Particulars.

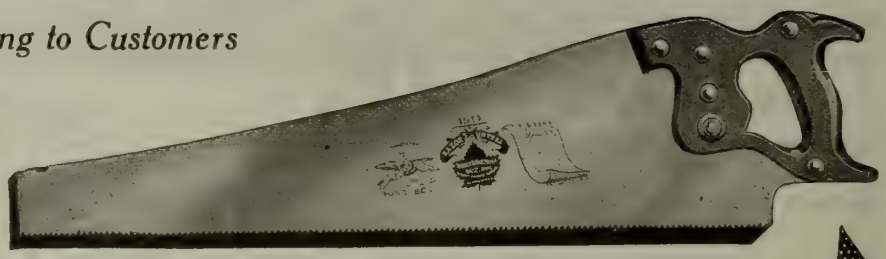
BURGESS-NORTON MFG. COMPANY

GENEVA, ILL., U.S.A.

Buy "BUR-NOR" Tools. **"More Tool, Sometimes Less Money."**

A Salesmaking Feature

Convincing to Customers



Maple Leaf Saws have a record of ever-increasing sales and of service satisfactorily performed. In Butcher, Cross-cut, Cord-wood, Drag, Hand, Ice, Kitchen or Pruning Saws we have made the Canadian standard since 1873.

Show your customers the Unbreakable Handles —always a feature of interest and convincing. See them on exhibition at the Hamilton Convention.

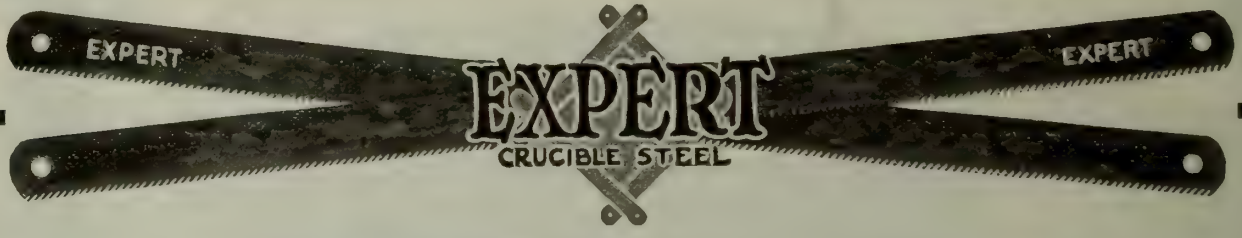
Maple Leaf Saws

No. 1914

New and Strictly Up-to-date

The Famous Unbreakable Steel-Protected Handle

Shurly-Dietrich Co.
Limited
Galt - Canada
Branches : Vancouver Ottawa



NAPIER "EXPERT" Blades are Great Value!

Here is a Hack Saw Blade which you can sell at a price that will interest the closest buyer

—and a blade that for average hand frame service will stand up with any competitor. For hand use only.

For extra hard and high speed cutting sell the Napier "Quality" Blade—tungsten steel—for hand and power use.

Both Expert and Napier Blades are supplied in either All-Hard or Flexible Type. Write for Booklets and Prices.

Made by the designers and makers of the

Napier Metal-cutting Machine

Napier Saw Works, Inc., Springfield, Mass.

Sole Canadian Distributors:

LYMAN TUBE & SUPPLY CO., LIMITED

MONTREAL TORONTO WINNIPEG NEW YORK

Sell Stewart Machines

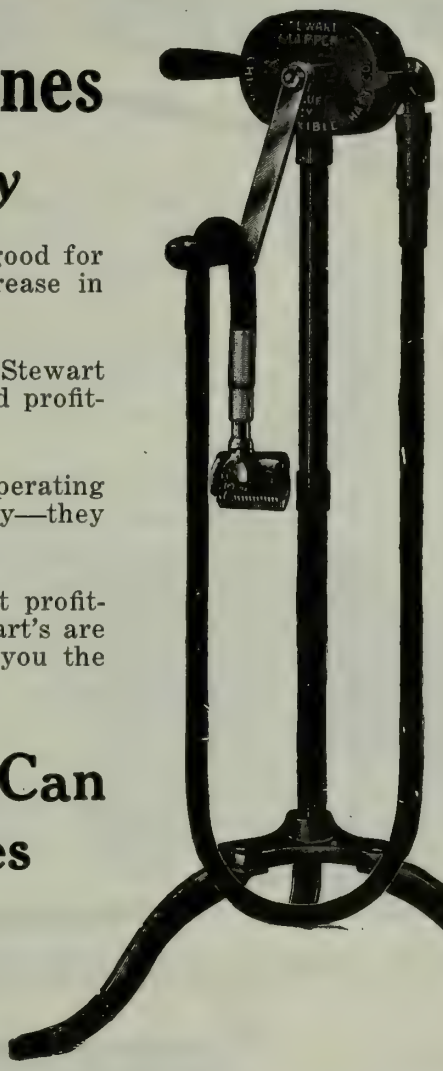
They Always Satisfy

STEWART Clipping Machines always make good for the dealer and the user. The steady increase in sales is the result of real merit.

Hardware men get satisfaction in handling Stewart Clipping Machines. They are quick sellers, good profit-makers and call for only moderate investment.

Cow, horse and mule owners get satisfaction in operating Stewart Machines. They clip quickly and easily—they are thorough and dependable.

Stewart Clipping Machines have been consistent profit-makers for dealers for many years. More Stewart's are sold than all others put together. They'll get you the CREAM of the Clipping Machine business.



Stewart No. 1 Ball Bearing Clipping Machine

For cows, horses or mules.

No change in knives or adjustments.

Every Dealer in Canada Can Sell Stewart Machines

Your customers KNOW Stewart Machines through years of satisfactory service. If you fail to carry them in stock, you actually lose money.

Our "Buy From Your Dealer" Advertising Helps You Sell

Our advertising and educational campaign now running in the leading farm papers of Canada is boosting sales for dealers. Stock Stewart machines, and your customers will buy from you. We are telling your customers to "INSIST ON A STEWART—**the kind that always satisfies.**"

Put Stewart Machines in your store window—use the attractive advertising material we will gladly send you—and you will have a convincing display for all cow, horse and mule owners who pass your store.

Back up your display by advertising in your local newspaper—ask us for cuts to add to its value. Let us send you folders for your customers.

The Business Is All Around You—Stock Stewart Machines and It Will Come Your Way

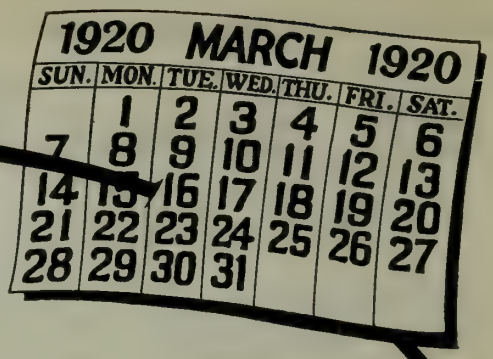
Horse and cow clipping starts with the first spring weather. Big demand this season.

Get your order in to your jobber NOW, while he has the stock to supply you.

Chicago Flexible Shaft Company

5608 Roosevelt Road, Chicago

CLIMAX CLEANER TIME



Don't let March catch you unprepared. Order CLIMAX Cleaner now.

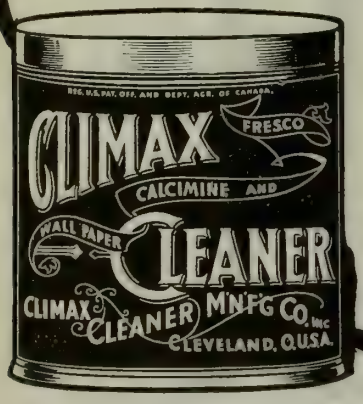
THE high cost of redecorating will force thousands of women to use CLIMAX Cleaner to clean, brighten and restore ***wall paper, window shades and flat tone walls*** which have been soiled by the use of gas and soft coal for fuel.

CLIMAX Cleaner is easy to use. No experience is needed. Full directions on every can.

Sales of CLIMAX Cleaner, always large will be larger than ever this Spring. More housewives than ever before will demand CLIMAX Cleaner, which after 25 years of recognized merit, is still the best.

You will need to order early and in quantity to supply the demand. We are ready to ship immediately.

Don't procrastinate! Profit!



The Climax Cleaner Mfg. Co.
CLEVELAND, O., U.S.A.

Made in Canada "FLEXO" *Made by Canadians*

BACK—TO—NATURE SKATE

Can be used on any shoe, because there is no strain on the heel.

Is stronger than the old-time skate, because it "Flexes" where they break.

The "Flexo" Skate is the only flexible skate in the world. If you can walk you can skate with "Flexo" Skates. The "Flexo" Skate is made in three models.

Model "A"—Made of Polished High Grade Steel throughout.

Model "B"—Made of Nickel-Plated High Grade Steel throughout.

Model "C"—Made of High Carbon Steel Nickel-Plated Blades, Aluminum Tops (specially designed) which ensures the maximum of strength with the minimum of weight.

The "Flexo" Skate was invented by a practical skater and thoroughly tested by experts. Owing to a great demand for these skates a large number of orders have been unavoidably held over. These orders will be filled as soon as circumstances permit.

Our representatives will be calling on the hardware trade throughout Canada in the near future.

To assure yourself of a supply of "Flexo" Skates for next season place your orders with our salesmen or write

THE CANADIAN FLEXIBLE SKATE CO., LTD., 376 Spadina Ave., TORONTO, ONT.

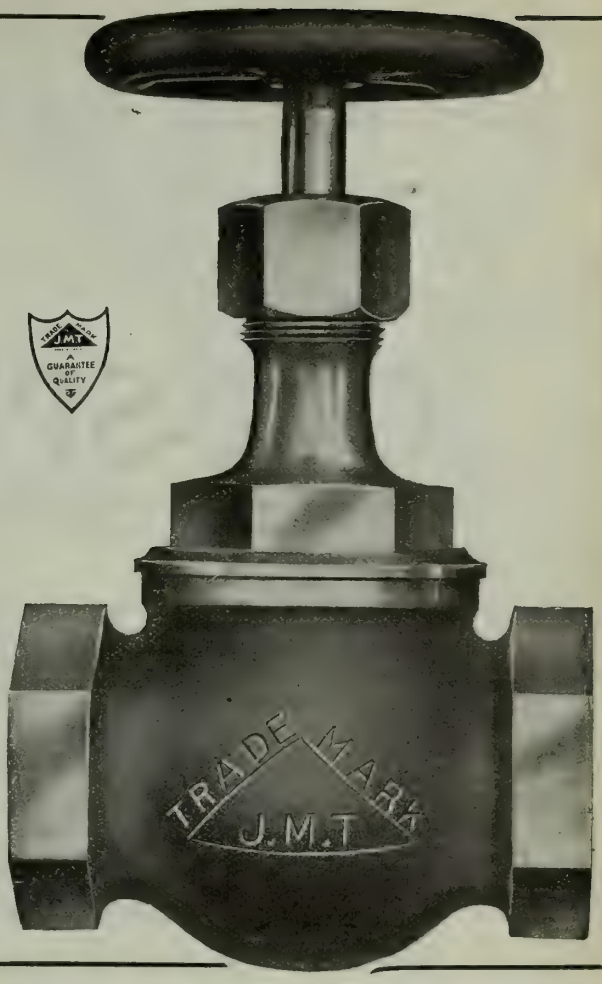
You Can Flood Your Business With Prosperity Through

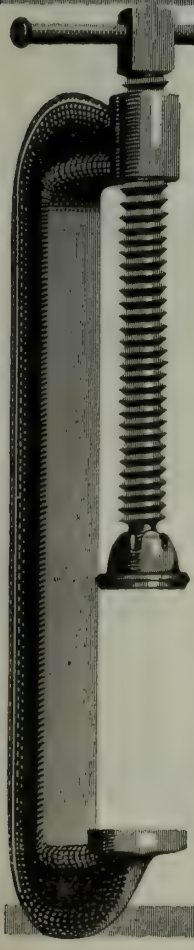
Morrison Valves

These efficient valves sell well because their reliability is so well understood and accepted that they are specified almost as a matter of course on the drawings for most all important contracts.

This enviable reputation not only helps sales, but builds prestige for your store. A full guarantee of satisfaction.

James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West - - Toronto





WILLIAMS' SUPERIOR DROP-FORGED CLAMPS

THERE'S a Williams' Clamp for every purpose.
If it's extreme strength and heavy service—Williams' "Vulcan" line provides both.
11 sizes, ¾ to 12½ inches capacities.
If it's general utility—without need for maximum strength—Williams' "Light Service" line will fit the case, 8 sizes, 2 to 12 inches capacities.
If it's stability and utility—medium service—Williams' "Agrippa" line offers the solution. 7 sizes, 4 to 18 inches capacities.
If it's Tool Room work requiring comparatively small openings of jaws—Williams' "Vulcan" Tool Makers' line should be chosen. 4 sizes, 1 to 4 inches capacities.
All are made of a special, high-grade steel. After forging they are submitted to a refining process, or "heat treatment," which increases their stiffness and strength and reduces the liability of springing.

ENGINEERS' TOOLS BOOKLET ON REQUEST

J. H. Williams & Company
"The Drop-Forging People"

30 So. Clinton St., Chicago, Ill. 30 Vulcan St., Buffalo, N.Y. 30 Richards St., Brooklyn, N.Y.
The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, British Columbia and Alberta

Get Ready for the Spraying Season

There will be a big demand for sprayers this Spring. The great benefits of proper spraying are more apparent to fruit growers, truck farmers and townspeople every year and more than ever they will be asking for the

O-K-SPRA

the sprayer that will solve their spraying problems. Dealers everywhere are realizing the need of stocking the O-K-Spra.

It's a great seller and can be used for spraying garden crops, field crops, seed crops, green houses, chicken houses and coops, stables and livestock, besides washing windows, automobiles, buggies, oiling floors, spreading cold water paints, white-washing walls and ceilings, removing wall paper and for disinfecting purposes.

If your jobber does not handle the O-K-Spra, write direct to us for prices.

Made in Canada by Canadian workmen for Canadian conditions. You save exchange by buying the O-K-Spra.

Canadian Potato Machinery Co., Limited
No. 36 Stone Road, GALT, Ontario

DAVIDSON'S "Apollo" Railroad Milk Can

"Apollo" Signifies Strength

With its seamless neck, heavy tinned iron body, the iron band at the bottom to fortify it against the hard usage in transportation, and the careful workmanship in its whole construction—the "Apollo" for strength, durability, and cleanliness cannot be excelled.

The Thos. Davidson Mfg. Co., Ltd.
TORONTO MONTREAL WINNIPEG

the difference is—that

Stanley Process

BABBITTS

and Solders

are *scientifically* alloyed

BABBITTS
SOLDERS
PHOSPHOR TIN
PHOSPHOR COPPER
ETC.
LEAD, COPPER, TIN,
SPELTER, ALUMINUM,
& OTHER METALS.

BRITISH SMELTING & REFINING CO. LIMITED.
DRUMMOND BUILDING MONTREAL

The Pad that Satisfies the Owner

THE aim of each humane horse owner is to use his animals in such a way that they suffer no discomfort. Imagine the torture from an ill-fitting collar or from one that is lumpy and hard where it rests on the shoulders.

TRADE MARK *Ventiplex* PADS

are practical, sanitary and clean. They act as a buffer between the collar and the horse's shoulders, equalizing the pull of a badly-fitting or ill-made collar—thus preventing sore shoulders, galls, etc.

After continuous use these Pads are easily washed clean, without fear of hardening or shrinking.

Dealers find Ventiplex Pads a ready seller; they also bear a liberal margin of profit.

Write for prices and particulars to:-

The Burlington-Windsor Blanket Co.
Toronto - Canada

Four Good Reasons Why You Should Sell "1900" WASHERS

1.—You want profits—the "1900" line provides fair profit on each sale and, as these machines are exceptionally easy to sell, your year's business can be greatly augmented by stocking such a line.

2.—You want to gain a reputation for selling the "Best on the Market"—and the "Best on the Market" in Washing Machines means "1900."

3.—You want to be able to offer a complete line of washers. The "1900" line is complete. In includes Electric Motor, Engine Power, Water Power and Hand Power Washers. When you are a "1900" dealer you need never say, "Sorry, Madame, but we do not sell that kind of Washer."

4.—You want the good-will of your customers. The woman who buys a "1900" Washer from you will never forget the "good turn" you did in suggesting it to her. Highly satisfied with her purchase, she will remain your customer and she'll tell her friends about her machine and the store she got it from.

1900 CATARACT Electric Washer

The housewife is daily confronted with the High Cost of Living, lack of domestic help and the "wear and tear" on apparel, caused by the local laundries. Women are finding the "1900" Cataract Electric Washer in particular a solution of the washing problem and the dealers who stock our line are rewarded by excellent sales and profits.

Our objective—an efficient, energetic representative in every locality.

Write to-day for catalogue and complete information

THE NINETEEN HUNDRED WASHER COMPANY
357 YONGE STREET, TORONTO

Time to Order FREEZERS

All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

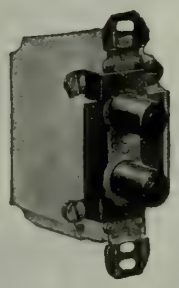
The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

"Quality Electrical Work"



Two-button Flush type is completely enclosed in a two-piece box made of indestructible insulating material, thereby eliminating breaking, excluding dirt and preventing electrical grounds. The brass bevelled edge cover plate is finished to match the surrounding hardware.

The 2,000 Single Pole, 125-250-volt Surface Switch is standard where surface type snap switches are required. The base is porcelain and cover can be made to match any design of fitting, but usually is furnished in nickel. The new type grip handle prevents slipping. This is another Bryant quality product.

THERE is a campaign on now for "Quality Electrical Work." And quality electrical work demands superior wiring devices.

LARGEST MANUFACTURER IN THE WORLD OF ELECTRICAL WIRING DEVICES

BRYANT

SUPERIOR WIRING DEVICES

The fact that the Bryant line of Superior Wiring Devices is the most used line in Canada signifies that the majority of contractors are already on the side of

Quality Electrical Work

On those contracts where your instructions are **"use best materials obtainable"**—let the switches be Bryant.

Three favorite types are shown on the page, selected from the immense variety of Bryant Devices that have made themselves standard in Canada whenever first class wiring work is considered. Enhance the reputation of your firm for Quality Electrical Work by tying up to Bryant Wiring Devices.

In stock at all our Houses.

The 2455 Three Point, 125-250-volt Surface Switch is another favorite Bryant type. It embodies all the features of the 2000, including new type grip handle. These switches have long been valued highly by architects, electrical contractors and engineers who recognize their unvarying standard quality.

Northern Electric Company

LIMITED

MONTREAL HALIFAX QUEBEC OTTAWA TORONTO LONDON VANCOUVER WINNIPEG REGINA CALGARY EDMONTON

FIVE WORKS—OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.

Specialists in the manufacture of

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.

"UBEL" SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

Representatives for Canada (East of Alberta)
W. H. CUNNINGHAM & CO., 183 Church St., Toronto
For British Columbia and Alberta
W. MASON ROOKE, M.I.M.E., 613 Dominion Bldg., Vancouver, B.C.

Now is the Time

This is the time of year your customers are on the lookout for harness. With the prices at their present height you'll not find many people ready to "take chances" with unbranded harness. They have been fooled before and are not going to be caught by unbranded harness.

SELL
IMPERIAL BRAND HARNESS

It is bound to win instant and lasting favor with your customers. It is guaranteed free from all defects in materials and workmanship. Over fifty years' experience in harness and saddlery making is back of every set. Get a quotation from us or from our traveller, when you want to replenish your stock.

SAMUEL TREES & CO., LIMITED
42 Wellington Street East Toronto

Be Sure to See the

KASEMENT SCREEN DOOR

EXHIBIT AT HAMILTON

Booth Number 50 (just at left of entrance)

Whether you have bought your screen doors or not, it will be well worth your while to spend a few minutes at the "Kasement" exhibit (No. 50), Oddfellows Temple, Gore St., Hamilton, February 17th to 20th.

If you have not ordered "Kasements" and cannot see us at Hamilton, we advise you to order at once.

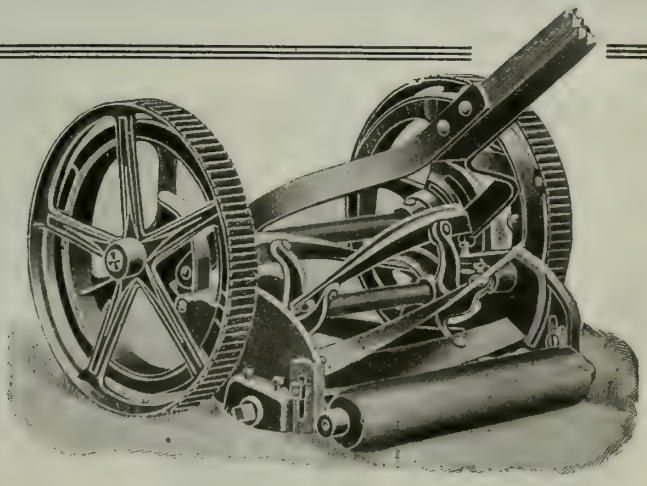
KASEMENT SKRENE DORE CO.

183 Church St. - Toronto

Lawn Mowers

"The Test of Years"

Because of the high grade workmanship and quality of material used, T.-F. lawn mowers stand unequalled.



We are the only concern in Canada who make an absolute specialty of this line extending over a period of 40 years. Our name being on every machine is a guarantee of quality.

Famous Names:

—"ADANAC"
—"WOODYATT"
—"EMPRESS"
—"STAR"

Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works

Guelph, Ont.

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.

H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

Vinegar and Syrup

Pumps

Fruit Jars
Jar Rings
Lamp Chimneys
Lantern Globes

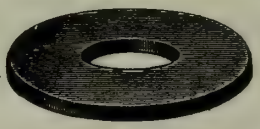
WALTER WOODS & CO.
Hamilton and Winnipeg.

Correspondence Solicited.

Wrought and Steel Plate

WASHERS

of all descriptions



Round & Square
Plain or
Galvanized

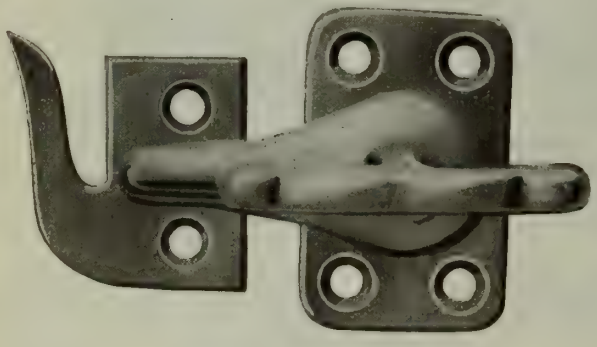
Annealed
Rivet Burrs,
Felloe Plates,
Sheared and
Punched Plates.
Malleable Washers
and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company
Milwaukee, Wis.

Casement Fastener

No. 200

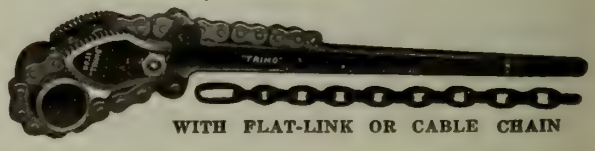


Casement windows grow in popularity.
They are features in all the newest houses going up.
For "built in" cupboards, bookcases, and all similar door and window sets, Casement Fasteners fill a need.
We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company
Limited

TRIMO

Trimo Chain Wrenches



WITH FLAT-LINK OR CABLE CHAIN

This wrench is designed for strength. Its range of work is as great as that of any tool of its kind. All parts are interchangeable and both handle and jaws are drop forged of selected steel.

TRIMO GIANT CHAIN WRENCH

This wrench is especially useful for trench and close quarter work and installation of sprinkler systems.

Trimont Mfg. Company
Roxbury (Boston), Mass., U.S.A.

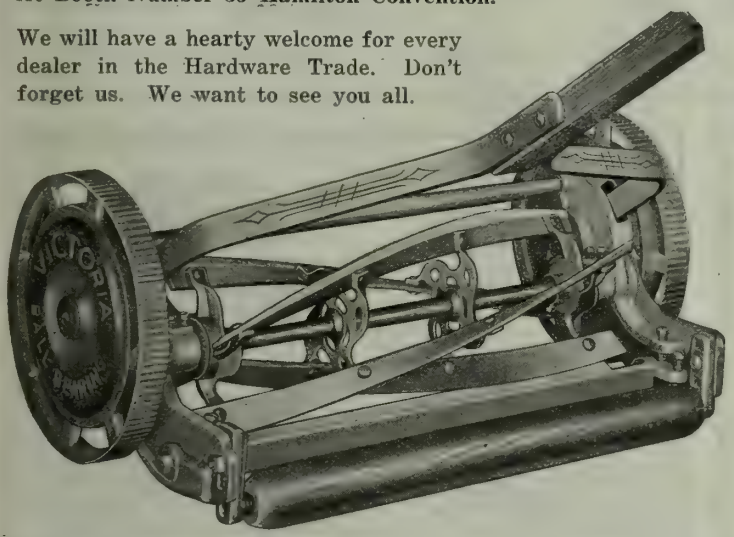
Victoria

Ball Bearing

Wheels, 9 inches in diameter,
Four-blade cutting reel, running in ball-bearing journals.
Crucible-steel knives; continuous shearing.
All adjusting screws are in plain sight.
An excellent ball-bearing Mower at a medium price.
Made in 14, 16 and 18-inch lengths.

At Booth Number 35 Hamilton Convention.

We will have a hearty welcome for every dealer in the Hardware Trade. Don't forget us. We want to see you all.



One of Five Mowers You'll Be Proud To Sell

This is a line of lawn mowers that sell well at a good profit for you and give satisfaction to the consumer that makes him a permanent customer for you, because; Eureka Lawn Mowers are so accurately made and so thoroughly inspected and tested before shipping. The Castings are Machined by Automatic Machinery so that parts are interchangeable and can always be replaced. The wheels have a reinforced raised rim protecting gears from dirt and grit. The knives are ground to form a perfect cylinder. There are numerous technical advantages that make them easy to sell and satisfactory in use.

Our lines comprise: Lawn mowers; cultivators; wheel-barrows; churns, sprayers; root cutters; planters and seeders, etc.

Ask for latest catalogue.

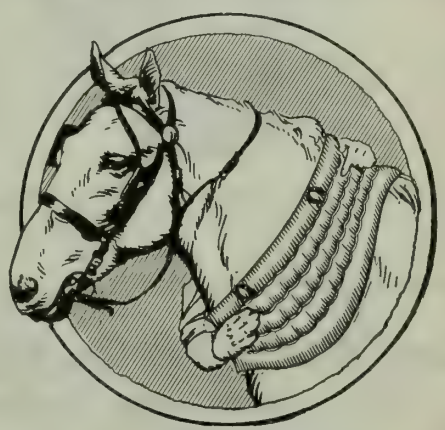
The Eureka Planter Co.

Limited

Woodstock, Ontario

The "Why" of Collar Pads

and the reason you should stock this particular brand.



A horse's shoulder, plump and tender in the early Spring, soon develops hollows after heavy work in the field. The neck becomes too small for the collar and unless proper padding is provided, a bruised and galled condition is bound to result.

Rather than risk such a condition, with consequent laying-up of horses and the money loss that results from delayed plowing, wise farmers provide their horses with

TAPATCO GLOVES

Our varied and complete line includes styles that cover all your customers' requirements in the way of work gloves.

STYLES.—Gauntlet, Knit Wrist, and Band Top.

WEIGHTS. — Heavy, Medium and light. Also Leather Tip, Leather Faced Gloves; Jersey Gloves and Mitts in Tan, Slate or Oxford.

TAPATCO
REGISTERED TRADE MARK
BRAND

COLLAR PADS

They make the collar fit so well that it will not rub or bruise the skin.

A feature of the Tapatco Pad, which every user appreciates, is our Patented Hook Attachment (Patented in U.S. Dec. 1st, 1914—Patented in Canada April 6, 1915). A wire staple, reinforced by felt washer, firmly grips hook to body of pad, so that it remains secure even when the cover itself has been weakened by sweat and long use.

Our advertising is creating new buyers for the line every week—buyers who will get their pads from **you** if you stock the line.

THE AMERICAN PAD & TEXTILE CO. CHATHAM, ONT.

E. Roy,
65½ St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

REED'S
ECONOMY ROTARY
ASH SIFTER

Made Better so as to Sell Better

DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

Geo. W. Reed & Co., Limited
37 St. Antoine Street, Montreal

"No Creep— No Crawl"

"Transfer" Power Belting

An Ingenious Double Weave

makes each thickness practically 2-ply because it is double woven and so united that the parts cannot "creep" or "crawl."

Exceptionally strong and reliable; weather-proofed; and its unusually perfect "hug" takes care of suddenly shifting loads with ease.

Made in widths from 1 to 48 inches, and in 2 to 10-ply.

Fully guaranteed by the manufacturer.

Sole Selling Agents

Campbell Agencies

McKinnon Bldg. Toronto, Ont.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

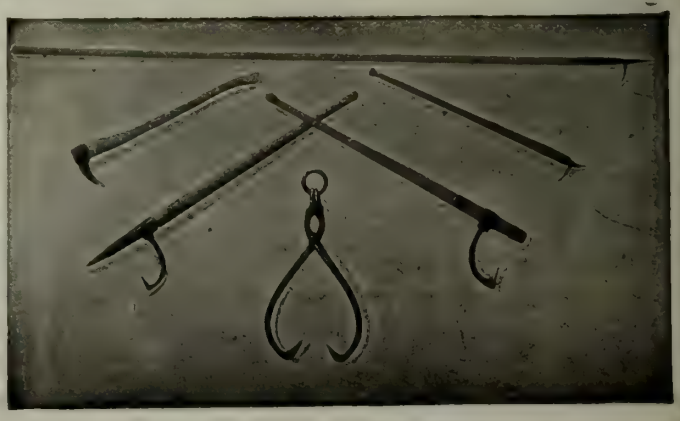
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



VOL-PEEK

A Fast Seller with Big Profits

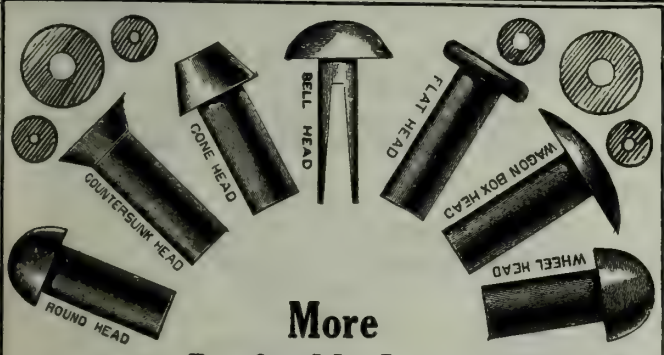
Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at ½ cent per mend. Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to

N. NAGLE & Co.

BOX 2024, MONTREAL, CANADA
(Owning and operating Vol-Peek Mfg. Co.)



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe
Nails, etc.

The Parmenter & Bulloch Co., Limited
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

It Is Easy To Stock Famous Five Files

We keep big reserves so that orders may be filled promptly by your jobber.

Dealers can keep their stock complete without heavy investment.

Famous Five Files sell quickly.

File users know them as the standard of quality, and buy them as a matter of course when obtainable.

Famous Five Files mean good profits to you as a dealer.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

Artistic Bath Room Fixtures

Beautiful Everlasting White Porcelain Enamel

ON SPECIAL IRON

Stronger than China, outwears all Imitation Paint Enamels or Celluloid finishes, at a price within the reach of all.

American Enamel Products Co.

CHICAGO, ILL.

Yale Cylinder Latch No. 44

TRADE YALE MARK

The trade-mark that means "All's Well"—

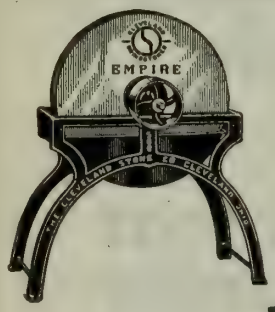
WHEN your customers see "Yale" on the Night Latches, Padlocks, Door Closers and Builders' Hardware you carry—they ***know*** "all's well."

Handling a line of established reputation, extensively advertised, brings prestige and profit to the dealer stocking Yale products. The trade-mark "Yale" helps make the sale.

Yale products are made at St. Catharines, Ontario

Canadian Yale & Towne Limited

Cleveland Grindstones



Sharpest Cutting and Longest Wearing Grit

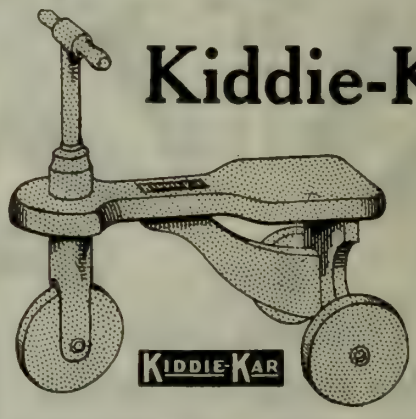
THE CLEVELAND STONE CO.

UNION BLDG. CLEVELAND, OHIO

Bissett & Webb, Limited, Winnipeg, Man.

Western Distributors

Kiddie-Kar



Forcefully Advertised to Consumers

Kiddie-Kar advertising has made this "world's best seller" widely known by name everywhere. Parents and children are "sold" on Kiddie-Kar before they enter your store.

The advantage of selling an article of merit so well advertised is obvious—everybody knows of it; knows its merits and makes it their choice for purchase now or in the future; and the turnover is far greater.

Canadian K. K. Co., Limited

Elora, Ontario, Canada

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited

St. Catharines
Ontario

"Crescent"
For Turnover
The Line that Increases your Sales

A dependable, reliable and thoroughly salable line. A line that builds permanent business through customer satisfaction.

A line that mechanics know and like and prove their confidence by buying.

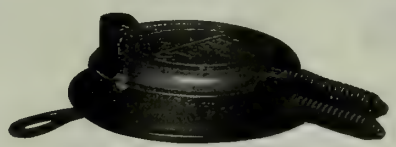
All Good Jobbers

Canadian Representative:

Campbell Agencies
Toronto, Canada
The Crescent Company, Meriden, Conn.

Remember "Crescent" for Trade Building

You Will Sell More Waffle Irons
If You Sell the Stover



Look at this cross-section of Waffle Iron Plates. It shows how uniform the STOVER makes waffles.

You will satisfy your customers and increase the popularity of waffle baking by selling this iron. They are made with wood or wire handles, high or low bases, and round or square shapes. Send for our special waffle iron circular.
Then you need our R-19 catalog. We also make windmills, feedmills and gasoline engines.

Mop Sticks	Door Pulls and Latches
Meat Broilers	Coat and Harness Hooks
Lamp Brackets	Hammers and Hatchets
Quilt Frame Clamps	Cast Pliers
Mincing Knives	Saw Vises
Pulleys of all kinds	Screen Door Hinges
Stove Pipe Dampers	Lifters and Pokers

And a general line of fireplace fixtures.

Stover Mfg. & Eng. Co.
709 East St.
FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your

Name .....
Business .....
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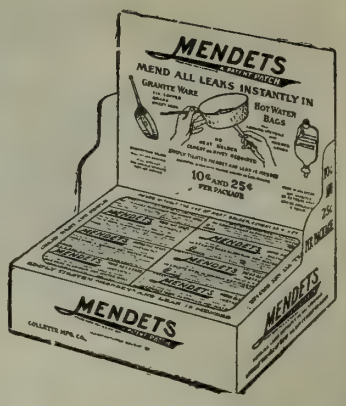

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There is no secret about HARDWARE AND METAL'S circulation. It is audited by the A.B.C. —the best authority in the world—and above all, the paper is read by practically every worthwhile hardware buyer in Canada. There is no waste circulation in HARDWARE AND METAL. It is the paper to use if you have a message for the Canadian hardware trade. HARDWARE AND METAL carries more business than any other trade paper in Canada, and is read more closely than any other paper. HARDWARE AND METAL will carry your message to the hardware trade of Canada.

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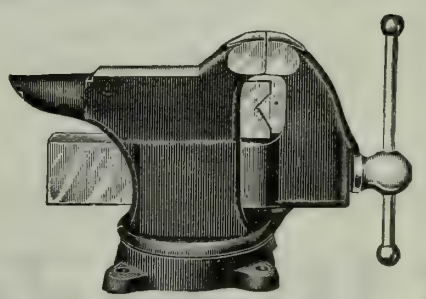

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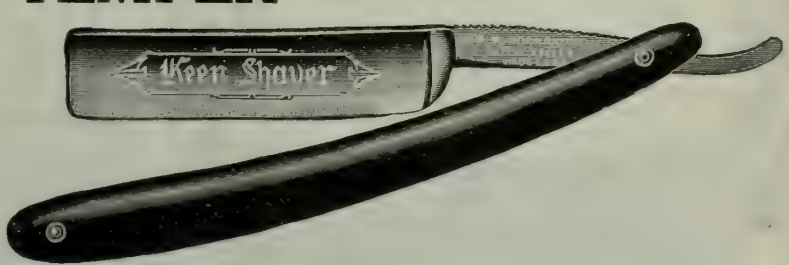
And the G. W. Korn line includes a style at a price to suit all classes.



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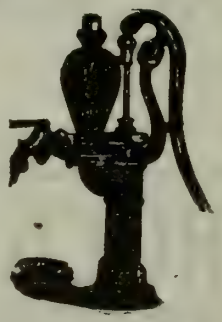
No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



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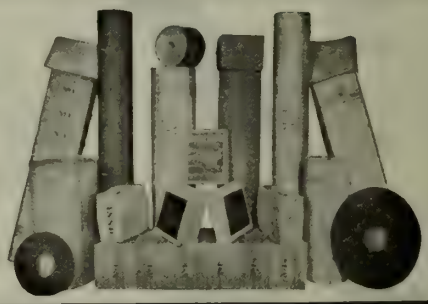

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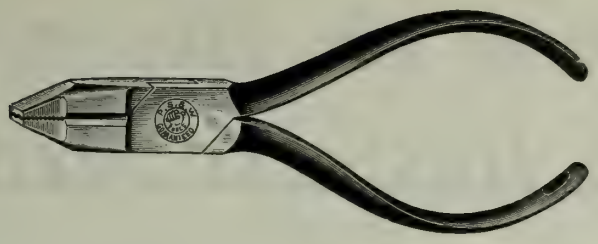
United States Sand Paper Co.

Williamsport, Pennsylvania



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"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

TRADE NEWSPAPERS

Hardware and Metal	Canadian Grocer	Dry Goods Review
Men's Wear Review	Bookseller and Stationer	Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery	Canadian Foundryman	Marine Engineering
Power House	Printer and Publisher	Can. Motor, Tractor and Implement Trade Journal

MAGAZINES

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The MacLean Publishing Company, Limited

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1207 Union Trust Bldg., Winnipeg, Man.

The Publisher's Page

TORONTO FEBRUARY, 14th, 1920

This is not a Freak Special

ON or about the 20th of March, in every year for the past 32 years, the hardware trade of Canada has received the Annual Spring Directory Number of HARDWARE AND METAL. This number is looked upon as a most essential book of reference in every wholesale hardware buyer's office, and in over 90 per cent. of the retail hardware stores from coast to coast. The issue is a real buyer's guide and directory number. Owing to its size and the great amount of practical and valuable information in the editorial and advertising pages, the number is read, re-read, and consulted many times during the spring and summer months. A cord is inserted in the upper left hand corner, in order that hardware buyers can hang up their copy close beside their desk. The Canadian hardware trade in all its branches naturally expect to find in this number advertisements from manufacturers and wholesalers who desire to do business with the hardware trade.

Reservations made to date for the "Spring Number" make it quite apparent that this year's number will eclipse all previous records, and that it will be necessary to close all forms earlier than in previous years.

If you have not arranged for space in this number, drop us a line and we will gladly send complete details regarding circulation rates, etc.

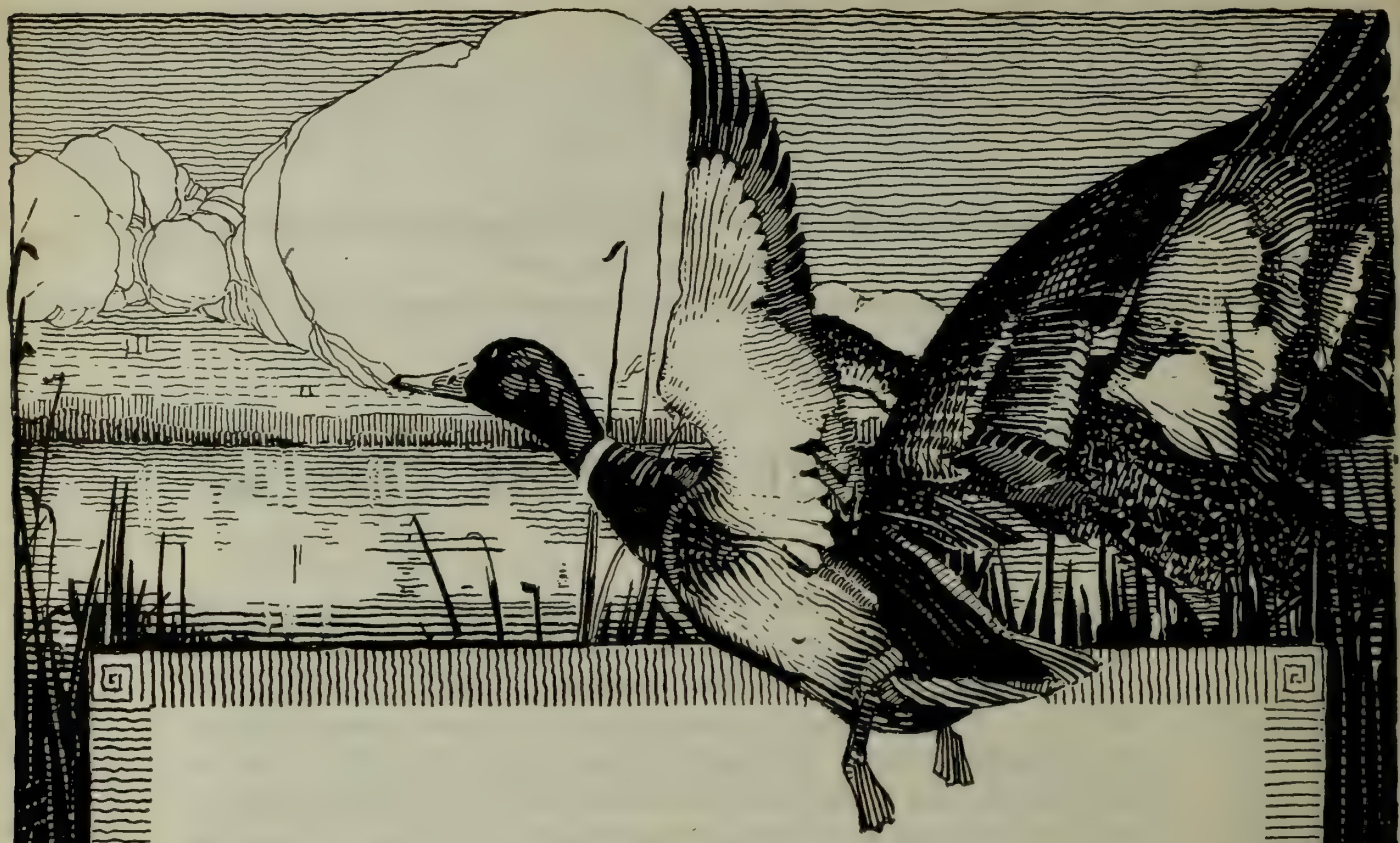
HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**

Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.



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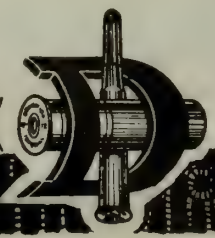
Hunters and shooters of experience know and insist on

Dominion Ammunition

Make Dominion the basis of your ammunition stock and reap the benefits of the demand for this ammunition.

Dominion Cartridge Co., Limited

Montreal **Canada**



"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, FEBRUARY 14, 1920 No. 7

CONTENTS

Predicts Canadian Building Boom 39
Roofing Manufacturer Urges Caution in Buying 40
Seasonable Window Suggestions 41
Don't Miss the Convention 42
The Convention Program 43
Sees Big Demand for Washing Machines 44
Nation-wide Demand for Electricity 45
Right to Fix Resale Price Under Consideration 46
Will Give Customers Same Credit Firm Receives Itself 47
Editorial Comment 48-49
Events in the Trade 50-53
The Clerks' Department 54-55
New Hardware Goods 56
The Markets at a Glance 57
Weekly Hardware Markets 58-67
The Comedy of Sales 68
Early Paint Orders Coming Briskly 70
Weekly Paint Markets 74-76

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GEO. D. DAVIS, *Manager.*

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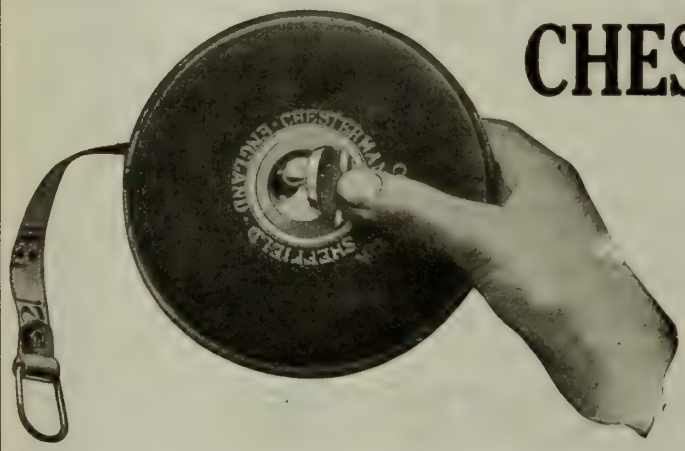

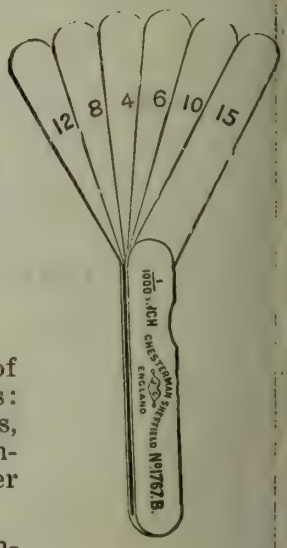

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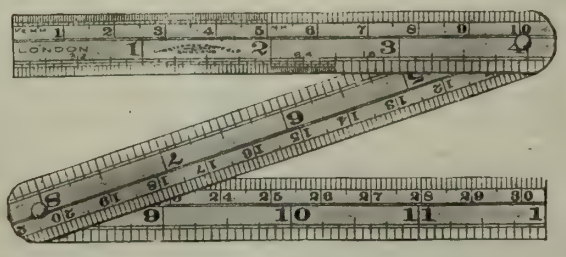
Chesterman tools are the highest standard of accuracy in the British Empire, and the quality of steel and substantial build guarantee a maximum of service and economy.



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MONTREAL

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXI. TORONTO, FEBRUARY 14, 1920 No. 7

Predicts Canadian Building Boom

It Will Take Canada Ten Years to Catch Up With Work That Accumulated During the War Period, Says President of Provincial Builders' and Supply Association —Matters of Interest to Hardware Merchants Discussed at Convention

THAT it will take ten years for Canada to catch up with the accumulation of building and construction work which was held up during the war period, was the view expressed by President H. Elgie, in his address before the members of the Provincial Builders' and Supply Association, who are holding their annual meeting in Toronto this week.

He declared that builders and contractors need fear no shortage of work, but urged that everything possible should be done to try and stabilize the prices of materials, even if only for periods of a year, in order that there might be some degree of certainty for estimating.

BUILDING REGULATIONS

He also drew attention to the need for building regulations with a general application. In many of the towns and villages there were either no regulations at all or regulations which were badly in need of revision. In many places, he said, buildings are allowed which are a menace to human life. In other places many buildings are veritable fire traps. There was a great deal that the men in the trade, and also those selling building materials, could do if they worked together to improve conditions generally and make for betterment in the community.

HOLDS UP THE WORK

One of the most serious drawbacks to construction work last year was the lack of a working agreement between the men in the various building trades. The men in one section would make demands which would upset the men in half-a-dozen trades, and either greatly delay the work or prevent its going on at all.

Every effort is being made by the delegates to the convention to prevent anything of this sort occurring during the coming season as it is realized that it is bad for business all around.

SECRETARY'S VIEWS

"Until we can get labor as an incorporated body under the Government we cannot hold them to anything," was the view expressed by Secretary John Wright, of London, Ont.

President Elgie, of Toronto, endorsed the industrial council plan, declaring that it had worked out well in Toronto. He also instanced the case of Indianapolis, where, he said, the contractors and their employees co-operated so well that the one protected the other. There a wage agreement had been lived up to faithfully, while the contractors, in recognition of altered conditions, had granted an increase of their own accord.

UNSETTLED CONDITIONS

The general attitude taken by those who entered into the discussion was not an opposition to the employees securing the wages, but to the unsettling of the whole situation caused by counter-bidding between contractors for workers. It was claimed that as a result it was impossible to prepare anything like definite estimates on work, and serious delays were caused in constructoin owing to sudden losses of workmen.

SEE MUCH BUILDING

In making their reports to the convention the delegates from every city spoke of exceedingly bright building prospects during the coming year. Practically without exception they reported the promise of a year of record activity in building.

In declaring that some stabilization of wages was absolutely necessary, Geo. Crain, Ottawa, stated that about half of the mechanics in Ottawa had left there last summer as a result of higher wages paid in the Western cities.

LOST THE CONTRACTS

As another instance, he said, Ottawa firms had failed to secure a certain large contract right in their own city which went to a Montreal concern simply because the latter was paying a wage scale of only 55 cents, while the Ottawa contractors paid 75 cents.

URGES CO-OPERATION

"After-the-war conditions," said Fred. Armstrong, of Toronto, who presided at the annual banquet, "finds us with a great need of housing accommodation and a shortage of building materials. The only remedy for this is for everyone to get together and each to do his part to allay as far as possible labor unrest and strikes."

Roofing Manufacturer Urges Caution In Buying in View of Possible Decline in Prices

Tells of Conditions That Have Developed Owing to Combination of Circumstances and Says They May Change Overnight

DISCUSSING with HARDWARE AND METAL conditions which prevail at the present time in the roofing trade, D. P. Hatch, manager of the Barrett Company, Ltd., Montreal, declared that during the past two months a combination of circumstances has brought about the worst conditions he has ever known.

"The extreme cold weather," he said, "has caused low water at the mills, and as a result production of felt has been greatly reduced. Rag collections are never good at this time of the year, and rags have been very scarce. Coupled with these conditions, Canadian manufacturers, as a result of large export order, which has now been practically shipped, began 1920 with greatly depleted stocks.

They Tried to Buy

"Many jobbers and dealers who knew of these conditions tried to jump into the market and buy, not only what they needed for present stocks, but also stock for future. This condition caused unprecedented demands, and the demand on the felt mills became greater. The felt mills then needed more rags and went after the rag dealer, with the result that prices have been forced higher than ever before. We have been unable to cope with the extra heavy business.

"Although no one seems to be able to predict what conditions or prices will exist several months from now, it is my belief that the present conditions will not continue. Prices may temporarily go higher than they are at present, but conditions are liable to change over night, and when prices start to go down from the height they attained, they are liable to go down much more rapidly than they went up.

Advises Careful Buying

"This being the case, it may be well to be assured that warehouse stocks are not full of these high-priced goods when this decline starts. It may be better business to buy only what is necessary for short periods at the high prices where necessary, than to stock up with goods at advanced prices and take the chance of a big drop later in the year."

Mr. Hatch stated that his firm expected to have plenty of goods at the opening of the summer, and did not believe that the combination of circumstances which has caused the present high prices will continue. While he did not claim that the peak had been reached, his belief was that prices prevailing to-day on this commodity were not such as would warrant the purchasing of large stocks. Rather he advised against buying too heavily under such conditions.

Another Advance is Made in the Price of Wire Nails

New Quotations Are Fifty Cents Higher—Shortage of Raw Materials and Slow Movement of Much Needed Supplies is Given as the Cause

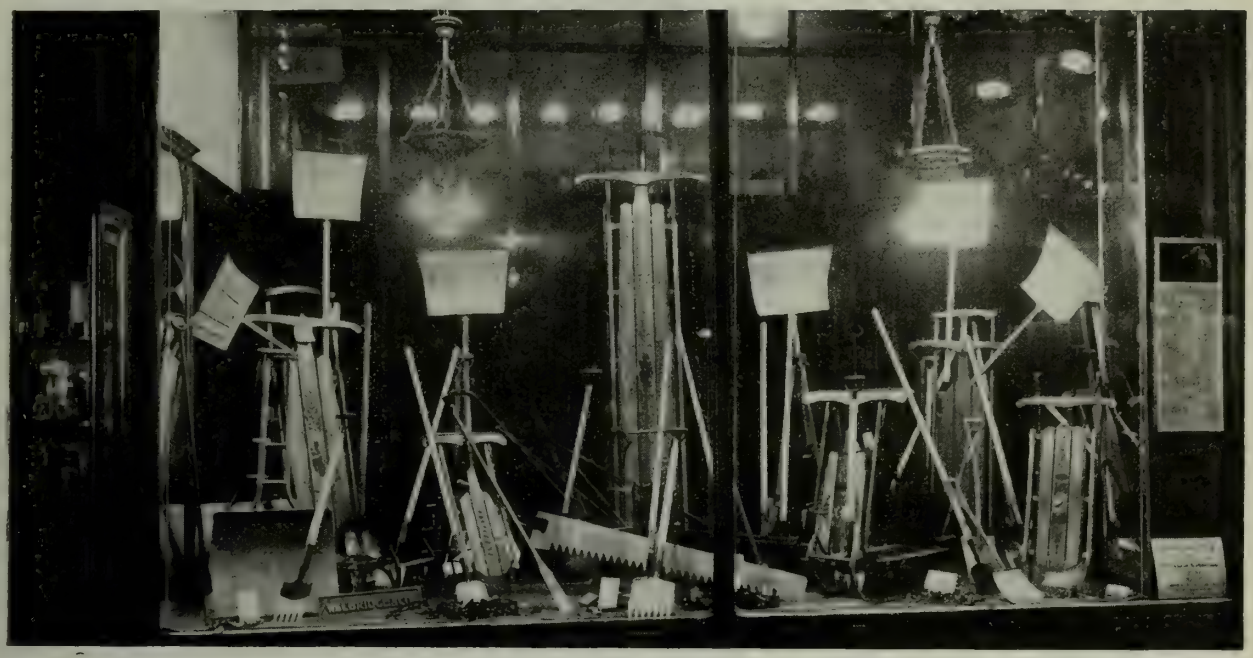
ADVANCES in the price of wire nails as predicted in recent issues of HARDWARE AND METAL are now in effect. It is hard to state just what the main factor for the change is as there are so many important contingencies. One of the reasons given, however, is the shortage of raw material. The slow movement of freight is also said to be indirectly causing firmer prices owing to the delayed deliveries of raw material to and from mills. The shortage of freight cars also has a serious effect on coal and is causing noticeable shortages; this in turn reflects in a lower production of coke, which in turn holds up the whole operation all down the line to the finished product. The steel and coal strike during the latter half of 1919 held production in check to such an extent that its effects are still being felt. This is even more keenly felt in the United States and may account for the heavy demand for Canadian made nails. Many are wondering just what the outcome will be for this and kindred commodities. Usually at this time of the year jobbers and merchants all down the line are busy stocking up for the heavier demand which usually comes during the summer. However, this year the demand has in many cases been greater than the supply even in the most quiet part of the season. This is believed to be a reflection of what may be expected during the coming season when building and other outside work starts in full swing.

MERGER IS RATIFIED

Buffalo.—The stockholders of the Clinton-Wright Wire Company have ratified the merger with the Wickwire Steel Company of Buffalo and approved the change of the name of the corporation to the Spenser Wickwire Steel Corporation.

We'll Be There and Glad to See You at the Hardware Convention in Hamilton Next Week

Seasonable Window Suggestions



Now is the time to make a final drive on lines such as are shown in the illustration. It won't be long before you will be showing spring stock and a window display like this will help you to clear out your stock of shovels, sleds and other lines that you will not want to carry over.

Suggestions for arranging a display of electrical utilities are shown above. There is every indication that the trade in electrical utilities this season is going to make new records and many hardware merchants are planning to put in window displays of irons, toasters, etc., regularly.

Don't Miss the Convention at Hamilton

Important Matters of Keen Interest to Every Hardware Merchant in Ontario Will Be Discussed at Four-Day Session

Convention Headquarters

DON'T miss the Convention which will open at Hamilton next Tuesday morning. Every minute you spend at the big gathering will show you a profit, every minute there will treat you to something worth while, every minute there will give you a clearer idea than you ever had before about the important problems which have to be solved in the hardware trade.

You could spend thousands of dollars and weeks of your own time in travelling about the country trying to get information that is available in a very short time at the Convention. It will all be there and will be waiting for you, and if the experience of former years is to be taken as any guide every hardware merchant who attends will be wise to bring along a note book and a good sharp pencil in order that he may make notes as things come up for discussion. There are any number of very important matters about which notes should be made so that they may be referred to after the Convention is over. This will refresh the merchant's memory and he can then proceed to work out his plans for putting into effect ideas he has noted down .

ALL SHOULD BE THERE

Every hardware merchant in Ontario owes it to himself to attend the meetings and take part in every discussion. There is no place where things can be so thoroughly sifted out and definite conclusions arrived at in regard to policy as at a gathering of this kind. Every member is at liberty to rise and express his views on any of the subjects. In the past some of the most interesting discussions have taken place in this way and they have been invaluable to the men who were present and heard the various opinions. They have often received pointers which meant real money to them. In many cases they have received information which has led to their making changes in their business which have made merchandising much easier and much better in every way. It is this interchange of ideas backed by the spirit of co-operation which is always in evidence at such gatherings that makes the sessions valuable.

Convention Programme

Fifteenth Annual Convention of the Ontario Retail Hardware Association, Hamilton, Canada, February 17, 18, 19, 20

MONDAY, FEBRUARY 16th.

8.00 p.m.—Meeting of Executive Committee. Appointment of Convention and Exhibition Committees.
Reception of Members and Visitors.

TUESDAY, FEBRUARY 17th.

Morning Session.

9.00 a.m.—Convention will convene with greetings from Mayor Booker, on behalf of City of Hamilton
Greetings from representatives of Manufacturers and Wholesale Trade and others.

9.30 a.m.—President's Address, Mr. A. J. Wright.
Secretary's Report, W. F. Macpherson.
Treasurer's Statement, John Caslor.
Report of Auditors.
Disposal of Officers' Reports.
Appointment of Committees.

10.30 a.m.—Address, "Reconstruction in the Hardware Store," Mr. W. R. Yendall, Manager Richards-Wilcox Canadian Ltd.

11.00 a.m.—Address, Lieut.-Col. J. B. Maclean, MacLean Publishing Co., Toronto.

11.30 a.m.—Address, "An Interesting and Instructive Talk on the Manufacture of White Lead," Mr. R. H. Monk, McArthur-Irwin Ltd., Montreal.

12.00 p.m.—Members' Questions and Answers.

Afternoon, 1.30 to 6.00 p.m.

Visit to Exhibits at Odd Fellows' Temple.
"Every member and visitor requested and urged to spend the afternoon with the Exhibitors."
Special attractions, with music and entertainment.

Evening Session.

7.15 p.m.—A Selling Talk. "High Grade Paints versus Department Store Specials," Mr. Royal Cluxton, Manager Canada Paint Co., Montreal.

7.45 p.m.—"Builders' Hardware," Mr. W. R. Hill, New York, N.Y., Executive Officer, Yale & Towne Co.

8.30 p.m.—Smoker.
"Moving Picture," with explanatory address, Mr. R. S. Rider, Secy.-Treas. Canadian Steel & Wire Co., Hamilton.

WEDNESDAY, FEBRUARY 18th.

Morning Session.

9.00 a.m.—"Outlook for 1920." "The Iron and Steel Market," Mr. F. H. Whitton, Vice-Pres. Steel Company of Canada, Hamilton.
"Do present conditions warrant prices now ruling on Ready Mixed Paints," A. T. Black, Gen. Manager Martin-Senour Co., Montreal.
"Trend of Prices on Manufactured Steel Products," Col. F. M. Hatch, Canada Steel Goods Co., Hamilton.
"What the Wholesalers See Ahead," Mr. C. A. Whitwam, London, President Canadian Wholesale Hardware Assn.; Mr. Robert Stark, Montreal, Vice-Pres. Canadian Wholesale Hardware Assn.; Mr. Joseph Dowling, Montreal, Past Pres. Canadian Wholesale Hardware Assn.
"The Stove Situation," representative Canadian Stove Founders' Association.
"The Glass Market," prospects for future, representative Pilkington Bros., Welland.

11.30 a.m.—Receiving reports of Committees.
Nomination of Officers. Nomination papers will be issued in advance to all members of the Association.

12.30 p.m.—Adjourn for lunch.

Wednesday Afternoon.

1.30 to 6 p.m.—Visit Exhibition in Odd Fellows' Temple
"Everybody come!"

Wednesday Evening.

7.00 p.m.—Complimentary Banquet, tendered by Wood, Alexander & James to members of the Ontario Retail Hardware Association.

THURSDAY, FEBRUARY 19th.

Morning Session—Retail Members Only.

9.00 a.m.—Election of Officers.

9.30 a.m.—"Some Live Topics." Open discussion.
"How can departmental stores quote $3.90 for smokeless, sovereign shells which cost the dealer that price from the jobber?"
"Should the retail hardware trade insist on some guarantee on analysis from paint manufacturers to prove that their high-priced paints are superior to paints sold at from 30 to 50 per cent. less by department stores?"
"The retailers' profits. Where are they? Is the jobber and manufacturer getting business and profits properly belonging to the retail merchant? If so, how shall it be recovered?"
"Should granite ware manufacturers sell their goods to dry goods houses to be used as a leader to attract trade?"
"How can our Association assist travellers in their efforts to secure a uniform weekly half-holiday during the summer months."
"Should manufacturers of ready roofing sell contractors, lumber dealers, undertakers, etc. Are hardwaremen losing interest in this line through such competition and low margin of profit?"
"How is business affected by operations of United Farmers' co-operative buying schemes and stores? What is your attitude on this question? What about the binder twine situation?"
"Should any Oil Company sell farmers' club members coal oil and gasoline at ½c advance on the price charged dealer. Where is the remedy?"
"Would a law requiring an analysis or other description of contents of paint packages be of any benefit to the retail trade, in meeting competition of low-priced paint sold by department stores and mail order houses?"

11.30 a.m.—Address, "Merchandising for Profit," Mr. H. L. Rhode, United Savings and Loan Co., Cleveland, O.

1 p.m.—Complimentary Luncheon tendered by the Hamilton Hardware Manufacturers to the members of the Ontario Retail Hardware Association.
Prominent speakers will deliver addresses.

Thursday Afternoon.

2.30 to 6 p.m.—Visit Exhibition in Odd Fellows' Temple. Special music.

Evening Session.

7.15 p.m.—Address, "Store Management," Mr. H. L. Rhode, Cleveland, Ohio.
Discussion—Questions and answers.

8.30 p.m.—Selling talks by representative salesmen.

9.00 p.m.—Smoker and moving pictures.

FRIDAY, FEBRUARY 20th.

9.00 a.m.—Members' Session.
Dealing with questions submitted by Association members.
Resolutions and final report of the Resolutions Committee.

10.00 a.m.—Visit to manufacturing plants. View of operations in making iron, steel and various products of same.
"A worth-while trip."

Afternoon.

2.00 to 6 p.m.—Visit Exhibits in Odd Fellows' Temple.

Sees Big Demand for Washing Machines

Record Business Is Predicted by President of Manufacturers' Association in His Address at Annual Convention—Warns of Shortage of Wringers—Discusses Time Payment Plan for Sale of Machines

A TREMENDOUS demand for washing machines of all kinds, not only in 1920, but for years to come, was predicted by the various speakers at the fourth annual meeting of the American Washing Machine Manufacturers, held in Chicago.

In his annual report, President W. L. Rogers made many interesting comments not only on the future of the business, but in reference to the matter of obtaining supplies of raw materials during the present year.

His report in part is as follows:

"Like nearly all other industries to-day, our business is booming, and even with increasing production on the part of the members, the demand continues much greater than the supply. This condition has surely created in you a faith in the industry which cannot be shaken. We have all learned that we have been warranted in going ahead with confidence, as the demand for washing machines has enabled us all, I am sure, to secure a reasonable profit over and above even the present high cost of labor and materials.

"During 1919 many washing machine manufacturers were seriously curtailed in their production programmes through the shortage of wringers, motors, copper sheets, steel and iron products. The shortage of these basic materials and trouble with the labor producing them may possibly have limited production during the year just closed. In my opinion, the shortage of materials during 1920 will be even more serious than that during the past year.

Wringer Shortage

"To my mind, by far the most serious trouble we are facing now is the shortage of wringers. During the past year the two leading manufacturers of wringers were unable to supply the demand of the manufacturers of washing machines and I am told that practically the entire production of the two leading manufacturers has now been taken for the entire year 1920. It requires a very little stretch of imagination to know what might happen if one of the wringer manufacturers had serious labor troubles or should meet with a fire loss or any other unforeseen troubles. The result of trouble of this kind would be that the washing machine manufacturers would be practically out of business through no real fault of their own. I recommend that this situation be given immediate consideration upon the part of the members of this association, as the condition to-day is surely bad enough, and if we washing machine manufacturers do not find a remedy for this condition, and promptly, I greatly fear that many of us will be greatly embarrassed in our efforts to increase production and keep step with the large demand experienced now, and in my opinion, the even larger demand for our products which may be experienced during this and, I hope, many succeeding years.

Demand for Materials

"The supply of almost all kinds of materials is very considerably less than the demand. The shelves of manufacturers and merchants are practically bare. Output has been restricted by labor and other troubles.

"The steel outlook for 1920 is one of strength. The actual production of steel during 1919 was approximately 65 per cent. of the total capacity. Manufacturers of nearly all steel products have now sold their production many months ahead. Further price advances in finished products seem almost certain. I believe our members using steel bars, rods, galvanized sheets, pipe, etc., will make no mistake in placing their orders well in advance of actual requirements.

May Be Restricted

"Without desiring in any way to disturb you, I feel sure that we will shortly see a decided restriction in commercial credits which would certainly justify caution in making long commitments at this time. It would be advisable also at this time to carefully review large outstanding accounts receivable. Those among our members who have been studying basic conditions closely during the past few weeks have surely noticed that money rates have stiffened and that the bankers, especially in the East, are restricting lines of credit. While our industry has been growing tremendously, some of us may have been carried away by our enthusiasm, but to my mind just now is the time to stop, look and listen, and then go ahead with renewed energy and enthusiasm when the tracks are clear.

Should Pay Attention

"While the washing machine business has expanded so rapidly, we should give serious consideration to certain conditions under which our product is distributed to the jobber or the dealer, or to the ultimate consumer. Should washing machines produced by our members be distributed under the so-called premium plan of merchandising? Is such a plan fair to other manufacturers and to the ultimate consumer? If this practice is continued, the reaction will certainly affect the whole industry. This and similar selling methods call for frank and straightforward thinking, and surely demand our earnest consideration.

"I think the members of this association should in every reasonable and straightforward way urge all manufacturers and their distributors to follow fair and reasonable and sound business practices in marketing our product. In the experience of other large associations of manufacturers or jobbers it has always been found that unfair practices could be eliminated when the offending concern was shown clearly that the practice which had been followed was frowned down upon by their competitors and was injurious to the industry as a whole.

Opposes Unfair Practices

"I declare here and now that this association stands for a square deal for all its members, large and small. I further declare that no manufacturer or group of manufacturers in this or any other business can persist in any unfair practice or continue a mistaken policy harmful to his fellow manufacturers without suffering for his offence in the final analysis. If this association is to continue to be a vital factor in our industry in the future, as it has in the past, it will be necessary for all of us to work diligently and collectively to make this organization one of real usefulness and influence, placing and keeping our industry where it rightfully belongs among the big business of this wonderful country, in which we are privileged to live and move and enjoy a freedom vouchsafed to no other nation on earth.

Advocates Time Payment

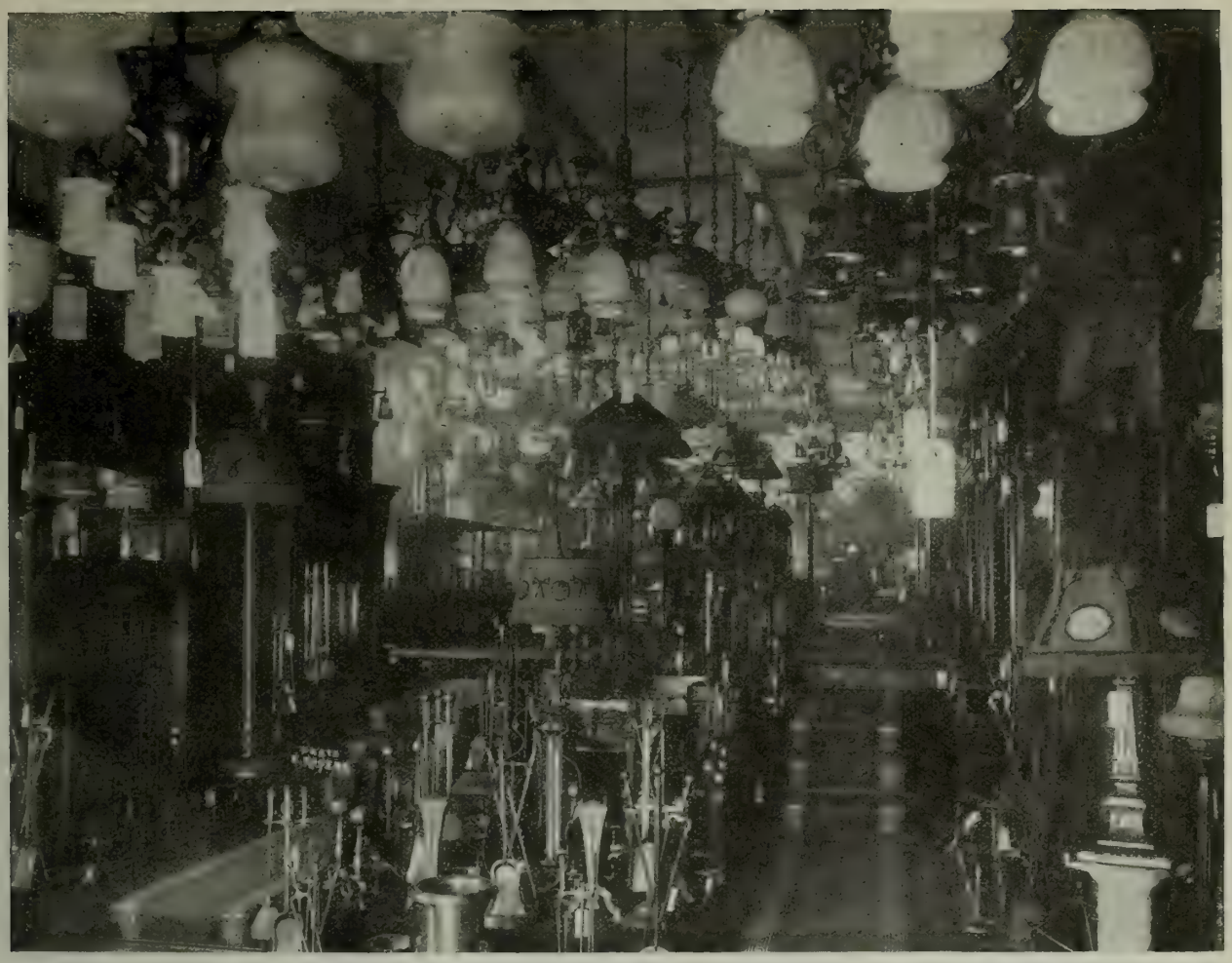
"This association has, on several occasions, declared its principles with reference to the free trial proposition and deferred payment plans. While abuses have, of course, crept into the selling methods of some of our distributors, nevertheless it seems to have been clearly demonstrated by our dealers that the time payment has resulted in a very considerable additional volume of business for our products. It is, of course, necessary and desirable for us as manufacturers to guard in every possible way against unfair or unbusinesslike methods of handling our products, but it seems now to be the accepted practice in many large cities to freely offer the deferred payment plan. We should, as manufacturers, see to it that our distributors add a fair and reasonable amount to our list prices to cover interest and carrying charges when machines are sold on time. On investigation we have found that a great many dealers quote the higher list, or time payment price, and then follow with the statement that the cash payment would be somewhat less. I hope that all the members of this association will see to it that their agents add a reasonable percentage to all list prices when time payments are desired by the buyer. It might be well for the association to consider, at this time, or at a later meeting, the desirability of establishing a certain fixed percentage to be added to the regular cash price or list price of all washing machines when the deferred payment plan is used by our dealers.

Co-operative Advertising

"At many of our meetings we have discussed the subject of a 'Co-operative Advertising Campaign.' The time has now arrived when the association and the industry can very well afford to start such a plan to educate the housewife to the effect that the family washing should always be done at home 'for sanitary reasons.' I recommend the appointment of a committee to devise ways and means for putting on such a co-operative advertising campaign.

"We should carefully scrutinize all our advertising copy before its publication in catalogues, trade papers and other mediums. In some recent washing machine advertising statements have been made to the effect that some special feature of the advertiser's machine was made by that concern exclusively, whereas, as a matter of fact, the same features have been used by other manufacturers for many years. I merely call attention to this matter because I do not believe that any member of the association would intentionally publish a misleading statement. I think that in our advertising we should, of course, call attention to all of the good facts and features in our particular washing machine, but it is well also to bear in mind that our advertising should, to some extent, be general, because while we want to sell our own individual products, we surely want our advertising so arranged that it will help our competitors and help the industry in general. Personally I have always felt that every machine sold by a competing manufacturer made a prospect for the sale of the products of my company. I know that other manufacturers of washing machines feel as I do in this matter. It seems, therefore, all the more necessary that each one of us should, in every way, so shape our advertising and selling policies that the industry, in general, may be benefited."

Sully Brass Foundry, Limited, capital $40,000, head office, Toronto, plans to carry on a general business as brass founders.



Many suggestions for arranging a display of electrical fixtures that will interest every home-maker are contained in the illustration shown above. Some hardware merchants make an effective use of display tables and counter displays for keeping toasters and other utilities out where people can see them. A display like that shown is even more effective at night than in the day time, but has a real "pull" at all times.

Nation-Wide Demand for Electricity

Splendid Possibilities for Hardware Merchants in Popular Clamor for More and Still More Home Conveniences and Labor-Savers—Prosperous Farmers Are Using More Power Every Year

THE way in which electrical utilities, fixtures and labor-saving equipment have "sold" themselves to the public right across Canada is characteristic of electricity. Quietly, quickly and effectively, in just the way it works, electricity has advertised and is still advertising itself. And because it is making good on its claims it is being demanded on every hand. From the small town, from the country districts, and from the large cities comes a call for more and still more power with which to light homes, operate washing machines and vacuum cleaners, make toast, coffee and do many other things.

THE DEMAND IS THERE

The demand is there. Someone is going to get the business and many hardware merchants are finding that their electrical departments are growing and expanding at a most satisfactory rate.

Out in the country districts where power is not always available from company lines, the prosperous farmers are not to be denied the comforts and conveniences that the city dwellers have and as a result many farm homes are being equipped with plants that will furnish light both for the house and barns, power to drive the washing machine and the churn and the sweeper.

CREATES LARGER DEMAND

The more of this equipment that is sold, the greater will be the demand. Each device is a continual advertisement because it does its work well, does it economically and with no trouble.

This is why the electrical business offers unlimited opportunities and no merchant is so favorably situated for cashing in on this trade as the hardware man, because of his closeness to the needs of every home.

Right to Fix Resale Price May Figure in Hamilton Investigation

If Manufacturers Have This Right Then Secret Commissions Act Makes It Illegal for Wholesaler or Traveller to Allow Rebate to Retail Trade—Board of Commerce Sitting Expected to Clear the Air—How the Act Reads

THE SECRET COMMISSIONS ACT MAKES SECRET REBATES ILLEGAL

"Everyone is guilty of an offence and liable upon conviction, on indictment, to two years' imprisonment, or to a fine not exceeding two thousand five hundred dollars, or to both, and, upon summary conviction, to imprisonment for six months, with or without hard labor, or to a fine not exceeding one hundred dollars, or to both, who

(a) being an agent, corruptly accepts or obtains, or agrees to accept or attempts to obtain, from any person for himself or for any other person, any gift or consideration as an inducement or reward for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business or for showing or forbearing to show favor or disfavor to any person with relation to his principal's affairs or business; or

(b) corruptly gives or agrees to give or offers any gift or consideration to any agent as an inducement or reward or consideration to such agent for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business, or for showing or forbearing to show favor or disfavor to any person with relation to his principal's affairs or business; or

(c) knowingly gives to any agent, or, being an agent, knowingly uses with intent to deceive his principal, any receipt, account, or other document in respect of which the principal is interested and which contains any statement which is false or erroneous or defective in any material particular, and which, to his knowledge, is intended to mislead the principal.

(d) Every person who is a party or knowingly privy to any offence under this Act shall be guilty of such offence and shall be liable upon conviction to punishment hereinbefore provided for by this section.

The latter clause was an amendment to the original bill which passed the Senate on March 31st of the same year. After being amended, it was sent back to the House of Commons and agreed to on April 21st and was finally sanctioned by the Senate.

Hamilton, Ont., Feb. 11.—(Special).—Among the chief topics of conversation among retail merchants is the proposed investigation in connection with the Wholesale Grocers' Association and the Retailers' Organization in Hamilton. The consensus of opinion is that the investigation of the alleged conspiracy will clear the air and show exactly what power the wholesale organization has and how far it can go in the matter of refusing to purchase from manufacturers that permit other wholesalers to cut the price of goods bearing an established price to the retail trade. It is more than likely that this point will come up in the investigation, together with the whole question as to whether manufacturers have the right to fix a resale price from wholesaler to retailer, and perhaps from retailer to consumer.

As mentioned in HARDWARE AND METAL recently, there has only been one occasion when this question has been before Canadian courts, and that was during the Wholesale Grocers' Guild case about eleven years ago. This point has been before the United States courts on many occasions. Sometimes the principle of the right to fix the resale price has been upheld by the courts, and sometimes it has not.

What Resale Price Means

If the manufacturer fixes the price from wholesaler to retailer, no wholesaler is allowed to sell for less than that price. If he does, it means that he or his travelling salesmen must give what is known as a secret commission or secret rebate; or else he must openly declare that he does not intend to keep the price. In the latter case he runs the risk of being cut off by the manufacturer.

A Hamilton retailer stated to HARDWARE AND METAL that there were many travellers of wholesalers that did offer these secret rebates. On one occasion a traveller from a wholesale house —not a Hamilton wholesaler—was selling him some goods. He purchased a carload of merchandise from him and intimated he would not require anything else. The traveller mentioned other lines, including cereals. The retailer knew he could not get any better price on them than he could from his own local wholesaler, so declined to buy. The traveller then pointed out there was a 5% discount for him on a certain cereal which the retailer knew was sold on the fixed price basis. He decided to take a number of cases. When the draft came through he noticed the 5 per cent. had not been deducted. He, however, paid the draft.

Traveller Offers Discount

The next time this salesman came along he refused to buy, pointing out that he had not been allowed the 5 per cent. The salesman was apparently surprised and stated he would have the matter fixed up. He then gave him another order for the same cereal, but the draft came through without the 5 per cent. deducted. He refused at first to accept the draft, and secured the information from the bank messenger that there were other retailers who were sending back the same company's drafts without acceptance. He, however, finally paid the draft. The salesman came back again. The merchant, of course, refused to purchase any more goods, and explained the reason. The traveller was more surprised than ever, and agreed then and there to pay the merchant the 5 per cent. discount out of his own pocket on the two shipments. This was refused, as the retailer in question did not believe in secret rebates, and had never accepted one. He would not ask a traveller for anything his house did not intend him to have open and above board. His idea was to draw out the salesman, to determine just how far he was prepared to go. He states he understands the traveller since signed a declaration, under oath, to the effect that he never offered anyone a secret rebate.

The above episode shows there are some merchants who apparently do accept rebates, and there are some wholesalers who, if not openly, through their travellers, allow them. The Secret Commissions Act, passed by the Dominion Government in 1909, makes it a criminal effence to give or accept a secret rebate or commission. This act is printed in connection with this article.

It is believed that an investigation into the affairs of the Wholesale Grocers' Association and of the Hamilton Retailers' Organization will clear the air and demonstrate distinctly just what can be considered business ethics in so far as the resale price question is concerned.

Firm Will Give Customers the Same Credit It Receives Itself

O. B. Henry, of Drayton, Ont., Announces New Policy — What Some Other Hardware Merchants Are Doing

THE question of watching collections closely is one of vital importance to all merchants, and under present-day conditions it is more essential than ever. Ever since the first of the year the newspapers have contained many announcements from merchants in all parts of the Dominion regarding changes in policy which are being carried out.

In the last issue of the local paper the hardware firm of O. B. Henry & Company makes the following announcement:

Our Accounts!

We have allowed our notice about our accounts, which were due, and expected a settlement before the 31st of January, 1920, to remain in this space three weeks.

We are pleased to report that we have received settlement from about 250 people, which we appreciate very, very much.

There are yet remaining about 285 accounts which are past due and we must insist upon a settlement. We need all of our available means on hand to pay for the goods which now are coming in for spring.

I have often heard customers say when they are being quoted prices on goods, "My, such a dreadful price!" and we are not surprised at all sometimes, for we, like the customers, almost would enlarge on that remark sometimes, and even groan under the load. When these are facts, did you ever stop and think what it cost to stock a store with merchandise? We care not if it is hardware, dry goods or groceries, the bills are tremendous. We can assure you sometimes, if you could only look behind the curtain and see the heads of the concerns planning and working out different schemes, so as to enable them to increase their turnover, thereby getting the money to pay their bills, they would stare. Would it not be wise for us all, these times of exorbitant prices, to buy only what is necessary and pay for it.

We have profited a good deal in the past by paying cash for everything we bought. Many times we have been large borrowers from the bank to enable us to do so, and have always had more than double of that amount in accounts on our ledgers to pay our indebtedness. We have resolved many times that we would eliminate, to a great extent, the credit business, but in future we intend to give our customers the same credit as we receive ourselves, which is, Cash, 10 days, 30 days, and all accounts will be rendered the 1st of each month during the year. Thanking one and all for the many business courtesies we have received all these years and trusting that our mode of business in the past will merit the continuation of your future confidence,

We beg to remain, yours truly,

O. B. HENRY & COMPANY
Hardware, Stoves and Tinware

On a Cash Basis

Another merchant who is changing his methods is T. R. Lougheed, of Gore Bay, Ont.

Cash Only

This is the announcement in display type that features his advertising in the home paper.

Mr. Lougheed does not go into any explanation why or wherefore, but simply makes the announcement in connection with some copy directing attention to a sale of winter goods.

As announced in a previous issue of HARDWARE AND METAL, Bridge Bros., of Thessalon, also advised their customers that they had adopted the Cash Basis plan.

This week they follow up their first announcement with the following:

THE CREDIT SYSTEM

We don't believe there is a merchant living who has not worried about the way his book debts keep piling up, in spite of having tried means galore to bring about an improvement. There is only one solution,

Cut The Credit Business Out Entirely!

Any store doing a credit business has to mark goods a certain per cent. higher to allow for bad debts, the cost of collecting accounts, book-keeping, etc., and the result is the "Cash Customer" has to pay the real value for his goods PLUS what the merchant loses in bad accounts. The credit system is rotten, bad for all concerned.

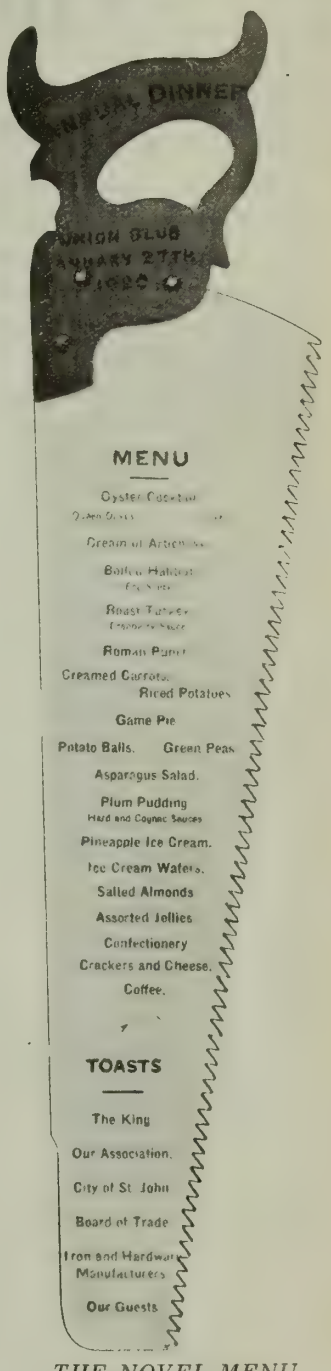
In future we demand CASH for our goods. "Do not ask for credit as refusal might offend.

BRIDGE BROS.

"The Leading Hardware"
Thessalon Ontario

BUY PLATE GLASS PLANT

Saginaw, Mich.—Purchase of the Saginaw Plate Glass Company, employing 500 workmen, by the Fisher Body Company of Detroit is announced. The local plant will be united with the Columbia Plate Glass Company of Blairsville, Pa., and the Federal Plate Glass Company of Ottawa, Illinois, under the name of the National Plate Glass Company.



THE NOVEL MENU

shown in the illustration was used at the annual banquet of the Hardwaremen's Association in St. John, N.B., an account of which appeared in the previous issue of HARDWARE AND METAL. *The handle was of wood and the saw blade of heavy silver paper. On the reverse side was printed a list of the Association officers as follows: President, A. M. Rowan; Vice-President, S. E. Fisher, Secy.-Treasurer, W. S. Clark; Directors, W. H. Thorne, J. A. McAvity, M. E. Agar; Executive Committee, A. M. Rowan, J. A. McAvity, W. H. Thorne, S. E. Fisher, and W. S. Clark.*

EDITORIAL COMMENT

THE QUESTION OF CREDIT

ON another page will be found an account of an interesting announcement made this week by an Ontario hardware firm to its customers. In brief, the hardware firm announces that from now on it is going to give its patrons exactly the same credit terms it receives itself, that is cash, ten days, thirty days and all accounts will be rendered the first of each month. The question of reducing unnecessary credits to their narrowest possible limits is one which has been receiving the most serious consideration of a great many merchants. As pointed out from time to time in HARDWARE AND METAL many hardware merchants during the past two years have gone on a strictly cash basis. Others have adopted the plan of allowing a discount for cash. Many others would like to take a stand on this matter but are afraid to make the step. Those who have eliminated unnecessary "carry" accounts are unanimous in the view that their new method is a success and state that they would not go back to the former plan for anything. Under present day conditions it is essential to merchandising that the retailer have in hand the money he requires to replenish his stocks and to carry on his business. It is impossible to secure maximum results in this direction if several thousands of dollars are tied up in outstanding credits. Much of this money may be safe, in that it will be paid sooner or later, but its collection involves a great amount of unnecessary work, bookkeeping and trouble. The amounts are usually small and it does not take them long to eat up all the profits the transactions made and the parties who are owing the money do not thank the merchant for the accommodation extended.

GETTING AFTER COMBINES

DISCUSSING the recent moves of the Board of Commerce the Financial Post Says: "The announcement of the Board of Commerce that proceedings will be taken against trade organizations and associations under the Combines and Fair Prices Act would indicate that belated action is being taken in the right direction. It is to be hoped that in these proceedings a more practical knowledge of what is injurious and what is beneficial in business combinations will be displayed than has marked the investigation of some industries in the past. Canadian manufacturers generally have suffered, and are suffering, through public suspicion created through the unfair operations of a few within their ranks. Business generally will benefit if the offenders can be brought to time.

If the Board is to make its investigation effective it must proceed very carefully and inquire most thoroughly. The majority of trade organizations will undoubtedly be found to be operating for the good, not only of the industry concerned, but also for the benefit of the ultimate consumer. Those which have in view only the increase of profits by artificially established markets, or curtailed output, have no doubt studied carefully the Combines and Fair Prices Act, and have probably secured legal advice as to how to best evade its provisions."

DEMANDING MORE ELECTRICITY

OF particular significance to hardware merchants is the interest legislators in various parts of the Dominion are showing in securing extensions of electric power lines into the rural districts. These efforts of the people's representatives, it might be observed, are not altogether voluntary on the part of the various members but rather the result of insistent and emphatic demands on the part of the voters. The people want power and they are not slow in letting those in authority know that they want it.

At the coming session of the Manitoba Legislature the members are to be asked to consider an amendment to the Electrical Transmission Act which will provide that any organized municipality in the Province will be able to apply to the power commissioners for a supply of electrical energy. Under the act as it stands at the present time only incorporated cities and towns can apply for power. The power commissioner states that he has no less than 25 applications already from rural municipalities of the Province. He believes that if the act is amended almost every organized municipality in the Province will apply for electrical power. Under the existing statutes the Province lends money for the installation of any plants that may be erected or lines which may be built.

Talking at Ridgetown, Ont., Hon. Manning Doherty, Minister of Agriculture, who is seeking election in East Kent, based almost his entire appeal along the line of rural development, featuring particularly the fact that he was out to give the

farmers every convenience possible and hoped to see the rural districts all supplied with electric power as quickly as possible.

The two cases mentioned are merely a few of many occurring recently. They are a sure indication of the tendency which is growing every day, particularly in the rural district, for electrical power. The demands of the people are becoming so insistent that those in power can no longer resist them. It is up to them, and they realize it fully, to extend the lines just as quickly as possible.

When this is done there will be unlimited opportunities in the rural sections for the sale of all kinds of electrical utilities and equipment. The possibilities of this business from the hardware merchant's standpoint can scarcely be estimated. The electrical business has already assumed large proportions but it is as yet in its infancy. The demand for electrical labor-saving equipment is increasing at a rate which few people realize. Many of the lines practically sell themselves and lend themselves particularly well in the store for display purposes. Every day sees an added interest in them on the part of the great buying public.

WILL HELP BUSINESS

AT a meeting of the United Farmers of Alberta this week with the Provincial Cabinet one of the matters discussed was that of providing more adequate telephone connection between the rural districts and the towns. As a result of the conference Premier Stewart stated that an appropriation of $4,000,000 will be asked for at coming session of the Legislature to provide for the telephone extensions. This is merely an indication of the fact that farmers are constantly demanding things that are up to date. In all parts of the Dominion there has been a steady and increasing demand for more and better telephone service. Between the telephone and the automobile business conditions in many of the rural districts have been revolutionized. The telephone, the auto and the establishment of rural mail delivery have done more in recent years to bring the farmer and the hardware merchant closer than any other agencies. Hundreds of merchants have been enabled to greatly extend their business and in the busy seasons on the farm the volume of business done over the telephone is not easily realized by those who are unfamiliar with the changes that have been taking place. By using the telephone thousands of farmers are now enabled in a few minutes to send in orders that formerly necessitated a trip to town and the loss of valuable time. From the merchant's standpoint the advent of the telephone has meant a speeding up of delivery and a betterment of service in connection with rural business that has made for more buying and generally satisfactory relations.

THE HOUSING PLANS

ACCORDING to Thomas Adams of Ottawa, town planning adviser to the Commission of Conservation, every one of the nine provinces of Canada has now passed Housing Acts which will permit them during the present season to obtain portions of the grant of $25,000,000 set aside by the Government. He states that there is every indication that the entire Federal appropriation for relieving the scarcity of dwellings will be taken up. It is estimated that in Ontario alone there will be between 4,000 and 5,000 new dwellings erected. Last year about 1,400 dwellings were either built or commenced and ninety municipalities took advantage of the money available for this purpose. There are indications that in some places schedules will have to be revised owing to the largely increased cost of many materials, especially lumber. In some instances committees have already been appointed to report on what course should be pursued.

WANT TO RAISE RATES

A REQUEST that will have an important bearing on the business many hardware merchants have been doing in natural gas stoves and equipment is being made by the natural gas companies of the Ontario Government. The companies, while not directly asking to be allowed to raise their rates, want the Government commissioner to investigate reports that have been prepared showing that costs of materials, piping, etc., have raised from 200 to 400 per cent. in the last five years. The companies have not raised their rates in proportion and the reports claim that as a result they have not the funds without charging more to make extensions and develop new wells to protect future supplies for consumers. In many parts of Western Ontario, owing to shortages of natural gas, hardware merchants during the present winter experienced a record demand for oil, coal and wood stoves to replace natural gas stoves they had formerly sold. Whether they will continue to sell equipment for natural gas heating depends largely upon the decision of the Government.

CANADA'S FIRE LOSSES

OFFICIAL figures just published at Ottawa regarding Canada's fire losses for 1919 are significant. In spite of all the fire-prevention efforts that have been made, and it is freely acknowledged that excellent results have been accomplished as a result of the campaigns being carried on, the losses totalled $23,500,000, a waste equal to $2.90 for every man, woman and child in the country. Canada has the highest per capita fire loss in the world, a distinction which is not to be envied. The great bulk of the losses outside of those due to forest fires are in manufacturing plants, warehouses and retail stores. These losses are so large because every time one of them burns, great quantities of merchandise are destroyed.

EVENTS IN THE TRADE

Business Changes

Toronto.—G. M. Sweetman succeeds D. Wintonek, hardware.

Toronto.—R. L. Pye has purchased the business of the Wright Hardware Co.

Bawlf, Alberta.—P. O. Paulson has purchased the hardware business of D. A. Fraser.

Woodstock, N.B.—D. Stewart and F. B. Armour have purchased the hardware business of the Burtt Hardware Co., Ltd., and the new firm name will be Stewart & Armour.

Obituary

The death occurred at his home in Toronto of C. A. Sparling, tinsmith.

Following an illness of only a few days with pneumonia, the death occurred at Amherstburg, Ont., of T. F. Tomlinson, for many years in the harness business.

The death occurred at Sault Ste. Marie, Ont., from pneumonia, which followed an attack of influenza of Captain David Kyle, M.M., vice-president and general manager of the Algoma Steel Corporation.

Following a long illness, the death occurred at Belleville, Ont., of William McGie, for many years in the hardware and plumbing business. He was sixty years old and for some time past had been living retired.

Mr. and Mrs. J. H. Roper, Montreal, have the sincere sympathy of their friends in the double bereavement which leaves them to mourn the loss of their two daughters, which came with startling suddenness, one passing on Monday and another daughter on Thursday.

Following an illness of only a few days with pneumonia which developed from an attack of influenza, the death occurred at his home in Toronto of J. Lorne Bigley, vice-president and manager of the wholesale department of the R. Bigley Mfg. Co., Ltd., manufacturers of steam fittings. He was 35 years old.

Personal

J. C. Smith, of Beaverton, Ont., manager of the Beaverton Toy Co., was in Toronto on business recently.

William Bell, who has been a salesman at MacLaren's Hardware at Hensall, Ont., has gone to Windsor, Ont.

J. A. Frederick, of the Kennedy Hardware Co., Toronto, has left to spend a few weeks at Hot Springs, Arkansas.

Frank Duncan, hardware merchant at Flesherton, Ont., is around again after having been laid up with grippe.

James Brown, of the hardware firm of Vance and Brown, Inwood, Ont., who was stricken with paralysis recently, is rapidly recovering.

F. H. Scott, manufacturers' representative, Coristine Building, Montreal, will sail from New York on February 25 for England. He will be absent for about five months.

The wedding was solemnized at Moncton, N.B., of Miss Mary I. McDevitt, of Shediac, N.B., and H. G. Jackson, manager of the Record Foundry and Machine Co., Ltd. Mr. and Mrs. Jackson will reside in Moncton, following a honeymoon trip to Montreal, Ottawa and Toronto.

W. A. Taylor, of New Liskeard, Ont., was elected a director at the annual meeting of the Temiskaming Telephone Company to fill the vacancy created by the death of his father, Mr. George Taylor, of the George Taylor Hardware Co.

R. P. Cowan, of St. John, N.B., is on his way to Europe on a buying trip for Messrs. W. H. Thorne & Co., Ltd. He plans to attend the Industrial Fair at the Crystal Palace, London, and will call on the leading manufacturers of cutlery, silverware and fancy goods throughout England and France.

Trade Notes

The Bell, Fleming Hardware Co. has been incorporated at Grande Prairie, Alberta.

Hollenbeck Bros. have purchased the tinsmithing business of H. M. Swegles at Comber, Ont.

The Martin Senour Co., Ltd., is remodelling its Vancouver premises at a cost of $10,000

The Joliette Electric Steel Co., Ltd., of Joliette, Quebec, has been granted a Dominion charter.

J. J. Laird has purchased the tinshop in connection with the hardware of Dan Shannon at Marmora, Ont.

Lefebvre and Bourbonnais, hardware, has been registered at Montreal by Henri Lefebvre and J. E. Bourbonnais.

The Dominion Foundries and Steel Company of Hamilton, Ont., is expending $1,000,000 on extensions to its plant.

The Toledo Computing Scale Co. has purchased a site at Windsor, Ont., on which to erect a large new factory.

The Canada Copper Co. is expending $1,000,000 on extensions and improvements to its plant at Copper Mountain, B.C.

W. H. Davison, formerly of Paisley, Ont., has taken over the hardware business at Clinton, Ont., which he recently purchased from R. Rowland. Mr Rowland will retire after having been in business for thirty-one years.

The Canadian General Electric Co. contemplates the erection at Peterborough, Ont., of factory extensions which will cost $1,000,000.

At the annual meeting of the Canadian Flexible Skate Company, Limited, held at Parry Sound, Ont., officers were elected as follows: President, C. L. Falstrem, Parry Sound; vice-president, J. A. Bragg, Parry Sound; secretary-treasurer and managing director, H. T. Whaley, Toronto; directors: Samuel A. Rankin, Falding; W. S. Milne, Toronto. The head office of the company is to be at 376 Spadina avenue, Toronto, Ont.

The first annual sales convention of the Hoover Suction Sweeper Company of Canada, Limited, was held at Hamilton on Thursday. In the evening a banquet was held, the speakers including: Hon. Walter Rollo, Minister of Labor; Major-General S. C. Mewburn, K.C., C.M.G.; A. C. Garden, president Board of Trade; Charles G. Booker, mayor of Hamilton; George H. Douglas, chairman, Ontario division, Canadian Manufacturers' Association; W. H. Hoover, president of the Hoover Co.; H. W. Hoover, general manager; F. G. Hoover, associate general manager; E. C. Budd, The Robert Simpson Company, Limited, Toronto; S. Ewing, president Thomas C. Watkins, Limited; E. V. Buchanan, general manager Public Utilities Commission, London; C. H. Smith, The C. H. Smith Company, Limited, Windsor.

Montreal News

F. A. Walker is accepting a position with Lewis Bros., Ltd., and will cover the Ottawa district.

H. F. Borland, salesman for the Martin-Senour Co., Ltd., was in Montreal for a few days recently.

L. T. Wall, Central Tools and Forgings Ltd., Winnipeg, was in Montreal this week calling on the trade.

John A. Frazer, sales manager of Lewis Bros., Ltd., has been confined to his home this week through illness.

W. S. McLennan, general sales manager Brandram-Henderson, Ltd., returned on Tuesday from a trip to Toronto.

George H. Dawson, hardware merchant of Milton, Ont., was in Montreal this week purchasing goods for his new store.

Chas. Gobeil, who has represented Lewis Bros., Ltd., on Quebec Province territory, has transferred to the house as an inside salesman.

John Irwin, general manager and vice-

president McArthur-Irwin, Ltd., and Mrs. Irwin, returned from a trip to Philadelphia, Atlantic City, and other Southern points.

J. F. Conabree has accepted a position with Lewis Bros., Ltd., as travelling salesman and will cover Quebec Province territory. Mr. Conabree succeeds Chas. Gobeil.

B. W. Turnbull, who has been covering Montreal City territory for T. S. Simms & Co, Ltd., St. John, N.B., will, after March, cover the Maritime Provinces.

Western Notes

The Dominion Battery Co. recently opened a warehouse in Winnipeg to give better service to the Western trade. Martin Engers, Western representative of the company, will be assisted by C. D. Wright.

L. C. Stephens has returned to the city from Edmonton, where the G. F. Stephens & Co., Ltd., have recently opened a branch warehouse.

C. A. Gillerlain has been appointed to look after Winnipeg city trade for the Canada Paint Co., Ltd. Mr. Gillerlain formerly covered the Southern Manitoba territory for the company and will be succeeded in his recent position by R. Humphries.

C. C. Craig Co., Winnipeg, have arranged to represent Edgar C. Guthard Co., Chicago, in the sale of Billmont wrenches in Canada.

Merrick-Anderson Co. Buys New Warehouse

George A. Merrick, vice-president and general manager of Merrick-Anderson Co., Limited, Winnipeg, stated to HARDWARE AND METAL that the firm has completed the purchase of the warehouse adjoining their present premises on Bannatyne Avenue. This will practically double the firm's warehouse space for hardware. Possession of the new premises will be obtained almost immediately.

Marshall Ecclestone Store is Destroyed

Timmins, Ont.—Fire, which apparently started from spontaneous combustion among the stock of oils in the basement, completely destroyed the big hardware store of Marshall, Ecclestone, Limited, causing a loss of $150,000. The loss is only partially covered by insurance.

The blaze spread with tremendous rapidity. The alarm was turned in a few minutes before noon, and by 12.30 the floors were falling in and soon after the walls went down.

The staff, as soon as the fire was discovered, made every effort to put it out with the fire extinguishers in the store, but were soon forced to retire by the heat and stifling smoke which poured from the basement.

The store was one of the finest in Northern Ontario, and only recently the basement had been extended to the full size of the building. Heavy stocks of hardware and furniture were carried on the first and second floors and on the third floor were apartments for members of the staff.

Manitoba Hardware Merchants to Meet in Winnipeg Next Wednesday

Question of Restricting Retail Trade to the Retailer Among Important Matters Coming Up for Discussion

HARDWARE merchants who will be in Winnipeg during Bonspiel Week are invited to get together for a discussion of matters of interest to the hardware trade. The round-up of hardware men will take place on Wednesday, February 18, at 2 p.m. at the Board of Trade Building.

A. G. Box, president of the Retail Merchants' Association, and Secretary J. H. Curle have planned to make this gathering of interest and benefit to hardware dealers.

The question of restricting retail trade to the retailer will be an important one to come in for consideration, and other suggested topics of interest will be taken up.

Saskatoon Merchants Elect New Officers

SASKATOON, SASK.—At a well attended meeting of the local merchants, officers of the Saskatoon branch of the Retail Merchants' Association were elected as follows: President, Robert McGowan; 1st vice-president, A. A. Causgrove; 2nd vice-president, Harry Tuppling; treasurer, Aden Bowman; secretary, Wilfrid R. Kell.

It is intended, in connection with the operation of the local, to form various trade sections for the discussion of matters of special interest to each particular phase of retailing, and already several sections are in active operation whilst others are in course of organization. W. R. Kell is now in charge of the local office in the Helgerson Block.

Hardware Firms Hit By Fire at Moose Jaw

MOOSE JAW, Sask.—Fire losses which may run into $100.000 were sustained by Morrison and Blackwood, wholesale hardware, and by the Moose Jaw Hardware Co., in a blaze which started in the basement of the Moose Jaw Hardwere building. The flames were noticed shortly after seven in the morning and made rapid progress. Morrison and Blackwood estimate their loss at fully $50,000.

Bring Your Program To The Convention

Secretary W. F. Macpherson, of the Ontario Retail Hardware Association, requests those who are attending the convention at Hamilton next week to bring with them the convention programmes which he sent out.

Every indication. he reports, points to a record attendance at the big meeting, and he has already received membership fees from many new members.

Hobbs Mfg. Co. to Make Glass In Toronto

The Hobbs Manufacturing Company, whose head office is at London, Ont., plans to move its Toronto branch to new quarters which have been purchased. The company has secured No. 3 building of the old Central Prison from the Grand Trunk Railway and plans to make alterations and install machinery for the manufacture of glass. As soon as this work is completed, the firm plans to move from its present premises on King Street West to the new plant.

Many Business Men Are on Committees

MONTREAL. — Standing committees for the year 1920 for the Montreal Board of Trade have been named, and among these are a number of prominent business men. The list is as follows: Executive—Geo. Summer, chairman; Hon. Lorne C. Webster, Wm. M. Birks, Arthur Lyman. Municipal Affairs—W. S. Leslie, chairman; A. M. Irvine, Clement H. McFarlane, Alphonse Racine, John W. Ross. Harbor and Navigation —Walter B. Ramsay, chairman; Graham Drinkwater, H. D. Dwyer, E. H. Hodgson, W. S. Leslie. Provincial Legislation—Alphonse Racine, chairman; Graham Drinkwater, Geo. W. Grier, W. S. Leslie, Clement H. McFarlane. Dominion Legislation—Clement H. McFarlane, chairman; R. E. Calder, H. D. Dwyer, E. H. Hodgson, Walter B. Ramsay. Conservation—H. B. Henwood, chairman; R. E. Calder, Geo. W. Grier, E. H. Hodgson, Walter B. Ramsay. Increased Membership — Graham Drinkwater, chairman; H. B. Henwood, A. M. Irvine, Alphonse Racine, John W. Ross. The following, previously admitted to membership, have qualified therefor: P. A. Curry, White-Star Dominion Line; W. F. Forbes, White-Star Dominion Line; Percival F. Gilford, Southern Sales Corportation; J. S. Dumont, Mile End Milling Co., Ltd.; Geo. S. Dingle, managing director, British Merchants, Incorporated, Canada.

Retail Merchants Organize Second District Branch in Saskatchewan

Town of Kerrobert Is Selected as Headquarters, and the Work Will be in Charge of A. E. Tutte, Recently Returned From Overseas

THE Kerrobert district of Saskatchewan has been chosen for the establishment of the second district branch of the Retail Merchants' Association, the town of Kerrobert being selected for the headquarters.

Mr. A. E. Tutte has been appointed district secretary and has already commenced a campaign for members. There are at present 100 members of the association in the Kerrobert district, but Mr. Tutte hopes to be able to secure at least 300 members for the district branch from all parts of the district. The Kerrobert branch will be known as branch No. 2 and will cover the territory lying between Ruthilda on the G.T.R., Anglia on the C.P.R. to the Provincial boundary and as far north as Cut Knife, Wilkie being included in the district.

Mr. Tutte, who has taken charge of this district as district secretary, previous to enlisting for overseas service, was commissioner of the Humboldt Board of Trade. Since returning he has received special training with the Retail Merchants' Association at the headquarters in Saskatoon and in connection with the Assiniboia district branch.

The object of establishing these district branches is to enable members to obtain information on subjects in connection with the retail trade, both through their district secretaries and the Provincial office, from which also they will have the service of the various departments, and also to get together at intervals for the discussion of various problems as well as for social intercourse and to further community work in its various phases. Another part of the program will be to co-operate with the various merchants who are members of the association in establishing lines of credit for the accommodation of the consumer and the protection of the retailer.

Steel Mills Sold To Line of Safety

Pittsburgh, Feb. 12.—The bulk of the steel sheet trade, in so far as current buying is concerned, is between direct consumers and jobbers. The mill business has practically been closed for the first half, and in many cases it has been sold to the line of safety on production for the second half of the year. Shipments to jobbers are being made by sheet producers on account of contracts that show a good operating result of the mills in face of coal shortage, steel shortage and car shortage, and the jobbers' stocks that are going into the market are all that save the smaller consumer from absolute famine. No effort is made to follow prices on such business as this, but black sheet base has reached 6.50 cents and blue annealed 5 cents in such trading. It is, however, not fair to govern market conditions by such standards.

Sheetmakers are facing a continued shortage in sheet bars and this is as much due to car supply and railroad default as to steel shortage. While a normal car supply would unquestionably put an entirely different aspect on the steel industry, manufacturers say it would not cure the evils now being faced, for the excessive demand is far in excess of the combined raw steel capacity of the country. Galvanized sheet trade is extremely limited in so far as new business is concerned, but is fully normal in proportionate importance, with a heavy call for lighter gauges just now. Much inquiry for electrical sheets is said to be pending consideration, taking in second half delivery, and which may be put in the form of options on mill capacity.

Imperial Oil Men Convene At Regina

Regina, Sask.—The three-day convention of the salesmen of the Imperial Oil Co., which was held here, was most successful in every way. Reports indicated a most satisfactory year, and plans were laid for expanding sales during 1920.

J. Pollom and A. M. Mills, of the Toronto office, were present, also F. W. Kerr and Mr. Wellingsbaugh, of Springfield, Mass., offices. The two former are assistants to the vice-president of the company, George Mayor, of Toronto.

Drastic Measure May Cause Trouble

REGINA, Sask.—A drastic piece of legislation which promises to cause considerable trouble, especially for automobile manufacturers, has just gone into effect. In future every vendor of an automobile within the province of Saskatchewan will be compelled to give the purchaser a warranty that all necessary repairs except bolts, straps, etc., which can be made by a carpenter or a blacksmith, will be kept at a specified place in the province for a period of ten years from date of sale. Vendors are obliged to file a list of repairs with the Provincial Secretary by February 1 in each year, showing prices; also a list of cars handled. This is the effect of a bill which has passed the Legislature brought about principally through an agitation which the owner of a certain car which was taken over by another company, has started. The owner showed that he bought a well-known car a few years ago, and although the car is in good condition he cannot get repairs because the company which absorbed the company from which he purchased his car, no longer makes the car which he bought and is not interested in giving service.

Employees Guests of Enterprise Foundry

Sackville, N.B.—The employees of the Enterprise Foundry Co., with the wives and families, were guests at a most enjoyable dinner tendered them by the firm. More than 180 were in attendance. The toast list included "The King," proposed by A. T. Abbott, "The company," proposed by F. King and responded to by W. S. Fisher; "The employees," proposed by F. A. Fisher and responded to by Messrs. W. H. Dryden, T. Kilcup and A. Mitton; "The ladies," proposed by J. M. Hess and responded to by H. M. Smith, and "The press," proposed by Maurice Fisher.

Mr. W. S. Fisher, in the course of his address, said it was the aim and intention of the company to expand the business and extend its operations in the next few years. Capital, labor and management, he said, were three essentials, each of which cannot get along without the other.

Louis McLain Co. Buys Toronto Plant

As stated in the previous issue of HARDWARE AND METAL, the Louis McLain Co., Ltd., of Winnipeg, Man., has purchased the plant of Hudson Bros., at 2480 Dundas Street W., Toronto, and is moving its head office to Toronto. The output will be increased and plans are under way for doubling the size of the factory. Mr. Roderick has been appointed general manager. Mr. McLain is leaving Winnipeg and will take up his residence in Toronto. The firm also has a plant at Kitchener, Ont., and plans to maintain offices there and in Winnipeg. Mr. J. Bending has been appointed Western manager with headquarters in Winnipeg.

Hamilton Wood Products, Limited, capital $30,000, head office, Hamilton, Ont., plans to carry on a general business in wood products.

HARDWARE CONVENTION PROGRAM

Secretary Macpherson has asked HARDWARE AND METAL to report an error in the programme recently issued, being the omission of the exhibitors in booth No. 33, which will be occupied by Lowe Brothers, of Toronto.

Republic Stamping and Enamelling Company Buys Factory in Toronto

Important Extensions Planned in Connection With Purchase of the Consolidated Stamping and Enamelling Company's Plant

THE plant of the Consolidated Stamping and Enamelling Company, at 2382 Dundas Street West, Toronto, has been purchased by the Republic Stamping and Enamelling Company, of Canton, Ohio, one of the largest manufacturers of kitchenware and utensils in the United States.

It was stated to HARDWARE AND METAL that the new owners contemplate making important extensions to the plant and expanding the business considerably. Just what is to be done will be not decided until the end of the month when a meeting of the new management is to be held in Toronto and plans discussed for erecting new buildings.

Will Ask $50,000 For Housing Scheme

Chesley, Ont.—At a meeting of the council called to discuss the housing question, Mayor Halliday gave it as his opinion that 35 per cent. of the cost of the lots and buildings to be erected on them was too high a percentage in a small town where values are constantly fluctuating. In a time of depression it might result in empty houses being on the hands of the corporation which had guaranteed the bonds. After considerable discussion a motion to request the council to loan up to 60 per cent. of the value of the lot and building was carried unanimously. The council will ask the Housing Commission to set apart $50,000 for building houses in this town.

Acute Shortage of Heavy Steel Plate

Montreal. — HARDWARE AND METAL understands that a very acute shortage exists on heavy steel plate. In one instance a quotation was reported as received and some actual business secured from a prominent manufacturer of scrapers, etc. This business, placed promptly, was finally turned down, the manufacturer of the steel plates finding that his mills were booked ahead so far that delivery could not be made for many weeks. It may be a factor in seriously delaying the manufacture and delivery of certain types of wheelbarrows, scrapers, etc. The immediate outlook is not a promising one.

Various Wares Are Very Firm

MONTREAL.—The present condition of exchange rates makes it very difficult for manufacturers of various wares to quote definite prices to the trade. Not knowing from day to day what the exchange rates are likely to be, the manufacturer is confronted with the necessity of accepting the situation as it develops.

In connection with these tendencies it must be borne in mind that manufacturers who are so greatly in need of raw material, which is available in limited quantities and only in the United States at the present time, cannot "pick and choose," so to speak. They are in the hands of suppliers of these materials and the situation on various wares is therefore entirely dependent upon the amount of material which is allotted the Canadian manufacturer, coupled with the abnormality of present exchange rates.

Corrugated Sheets Up in British Market

London, Feb. 12.—Galvanized corrugated sheets, 24-inch gauge, are now selling up to 52. Thin gauges are active, Far East demand being at 65 for June and July shipment.

CHATHAM STORES CLOSE AT 5 P.M.

Retail Merchants Elect Officers for the Ensuing Year

Chatham, Feb. 12.—W. J. Easton was elected president of the Retail Merchants' Association of Chatham at the annual meeting. Other officers elected were: Vice-president, B. F. Brown; secretary, N. Bilsky; treasurer, James Gray. Manager Jackson of the Public Utilities Commission addressed the meeting regarding the serious shortage of Hydro power and the need of co-operation between the stores and the manufacturing plants in conserving power. A resolution was passed recommending that all stores be closed at 5 o'clock in the afternoon each week day except Saturday until March 15, and that all window and sign lighting be discontinued during that period.

J. K. ILLSLEY RETURNS

After a trip to South America, in which he covered various points in the interest of his firm, Brandram-Henderson, Ltd., Montreal, J. K. Illsley has returned to Canada. Mr. Illsley spent some time in Uruguay and the Argentine, Paraguay and Brazil, and considerable business for Canadian made goods has been transacted.

REED AND COOMBS

In the Letter Box of January 31 issue, HARDWARE AND METAL inadvertently omitted the name of Reed and Coombs, Fort William, Ont., from an inquiry as to where repairs may be procured for the Copp stove. This firm has taken over the patterns and is manufacturing all repairs for the stoves made by the Copp Stove Co.

KNITTING MACHINES

Knutsford Store, Knutsford, B. C.—Please advise name and addresses of firms making knitting machines.

These are manufactured by Creelman Brothers, Georgetown, Ont.; Auto Knitter Hosiery Canadian Company, Limited, 607 College Street, Toronto, Ont.; Dundas Knitting Machine Co., Dundas, Ont.—Editor.

WAGON SKIDS

Dominion Battery Company, 736 Dundas Street East, Toronto, Ont.—Kindly advise names and addresses of firms where we could procure skids for unloading wagons.

These may be procured from W. A. Kribs, Limited, Hespeler, Ont., W. S. Mahaffey, 2 Trafalgar Avenue, Toronto.

MANUAL TRAINING BENCHES

C. P. Moore, Sydney, N. S.—Please inform us where we can procure Canadian-made manual training benches.

These may be procured from Richards-Wilcox Canadian Co., Ltd., London, Ont.; The Globe Furniture Co., Ltd., Waterloo, Ont.; R. A. Sproule, Ottawa, Ont.—Editor.

GASOLINE LAMPS

P. I. Bentley, Millbrook, Ont.—Kindly inform us where we can procure mantles and repairs for the gasoline lamps manufactured by the Rice Knight Mfg. Company, Toronto.

This firm has been out of business for some time. Some repairs may be procured from Knight Bros. & Grant, Richmond St. E., Toronto. The mantles may be procured from the Rochester Lamp Company, Church St., Toronto, Ont.—Editor.

A CORRECTION

In the advertisement of Beatty Bros., Limited, Fergus, Ont., in the January 31 issue of HARDWARE AND METAL, the advertisement read "It costs your customer $50 to $75 and is a better washer." Beatty Bros., Limited, advise us that they intended their advertisement to read as follows: "It costs your customer $50 to $75 LESS and is a better washer."

THE CLERKS' DEPARTMENT

NEW PAPER PRESIDENT WAS BORN TO THE CRAFT

George H. Cahoon Has Spent His Life in the Business—Good-Fellowship Dominated the Pulp and Paper Association Annual

By H. H. BLACK,
Resident Representative, Montreal.

IT IS doubtful if there exists in Canada a group of manufacturing interests where the spirit of co-operation has been further developed, or where there is apparent a more cordial spirit of goodwill among the members, or where the personal ele- or where there is apparent a more prominently than in the Canadian Pulp and Paper Association. While the members were gathered in record, numbers at the annual banquet in Montreal, there was thrown upon the screen a cartoon of the retiring president, J. M. Bothwell, big of heart as of frame, the "boss" of the Brompton mills, and a cheer ran through the banqueting hall at the legend appended thereto: "We all love Joe." The chairman of the gathering was the new president, George H. Chahoon, Jr., president and general manager and all-round "boss" of Laurentide, and the meeting did homage in cartoon form to "Our New Pilot." And when it was all over, those who knew him well before, and those to whom, as a leader he was unfamiliar, realized that a new power in the pulp and paper world of Canada had stepped into the saddle of the pulp and paper industry in "Jock" Cahoon.

World's Greatest Paper Contract

Let one or two more pictures flash for an instant across the written screen in order that the setting of the new president may be brought into clearer focus. On the afternoon of the banquet, in a final conference at Grand Mere—the home of the Laurentide Company—the vice-president of the "New York Times" had shaken hands with President Chahoon over the largest newsprint contract ever consummated in the history of the world, for 40,000 tons a year for five years, or 200,000 tons in all, at a price that probably will average at least $90, or $18,000,000 in all! And the formal signing of that contract—made officially with Laurentide's agent, the Canadian Export Paper Co., had been signed by the aforesaid "Joe" Bothwell, as acting president. When, after midnight, the big New York paper's executive head had faced the gathering of pulp and paper men and jollied them somewhat on the prices they were charging, he paid a tribute to "Col." Chahoon's word—to his high sense of honor—for breaking loose from any reliance on fixed prices, the New York Times had been content to rely on George Cahoon's interpretation of the spirit of a contract, the biggest, as has been said in the history of newspaperdom.

Success With Labor Problem

He touched on one more point—his remarkable success in the solution of the ever-existing and ever-perplexing problem—the relation of the laborer and the employer. In the model village at Grand Mere, built up out of the forest, he had found the workmen happy and satisfied.

The direct evidence on this point does not end with this testimony. When the roving Commission on Industrial Conditions in Canada made its way to Grand Mere, they meet George Chahoon, president and general manager. "Any trouble here?" "No," with a smile. "But surely you have some labor unrest, strikes real or threatened; something that isn't running smoothly?" "No," again, quietly, with that contagious smile. Two workmen were brought in, picked up at random, one there over twenty years, the other over ten. Satisfied with working conditions? Yes. With pay—an incredulous interrogation? Yes. No strikes? No, simply: "I get more pay every little while." The general manager was in such close touch with his men, with other men working under similar conditions hundreds of miles away, that he anticipated demands for wage increases, so that there were no "demands," only acceptances.

He himself, in his address, furnished one more personal source of contact. He was telling of an incident that occurred as the New Year dawned. He was with his people in Grand Mere, and good wishes were flying around. He met a machine tender and his wife, and was greeted thus:

"Bon Annee, Monsieur Chahoon." (Happy New Year, Mr. Chahoon.)

"Happy New Year, John, and a Happy New Year to Madame."

"Ah, Mr. Chahoon, you kiss my wife."

That was a rather novel request commented the new president, and added: "After it was over I realized that Johnny had paid me the highest mark of respect in his power."

When George Went Up

One of the cartons pictured President Chahoon as on a regular rampage—ripping things up. But it read like this: "George Chahoon went up in the air—"

But a second cartoon came along: "with Edward Wilson."

And lo, he was "up in the air," but on one of the new hydroplanes that the Laurentide Company has purchased as the most modern, rapid, and withal effective methods of patrol, detection of fire, and estimation of the value of standing timber. Laurentide's president is progressive. At the meeting of the Woodlands Section of the C. P. & P. A. there were several aerial photographs of limits taken from the Laurentide hydroplanes, and the story was whispered around that George Chahoon had taken his tour in a 'plane to come to a final decision upon some limits that his company had long been considering purchasing. In a couple of hours he had covered scores of miles along and across, and after landing, thus spoke to a group of foresters:

"You estimated those limits as worth $1,000,000; I wouldn't give $100,000 for them." Whereat one deal was declared off, and improved methods of forestry were urgently commended.

Born to the Business

George H. Chahoon Jr. comes naturally by his pulp and paper skill. He is the son of George H. Chahoon, a one-time Senator of New York State, who in Ausable Forks was connected with one of the first sulphite mills in America. The boy went from hit birthplace here to Glen Falls, where

the International Paper Co. operates some of its mills, part of the largest group of newsprint mills in the whole world. The boy worked up through the mills, and at about 25 years of age became superintendent in charge of the Northern New York mills. About three years later, in 1903, he was chosen by Sir William Van Horne, then president of the Laurentide Paper Co. as general manager.

Laurentide at this time, as has been said of all the industry, was in a "poor, sickly, anaemic condition." It was only four years since it had installed newsprint machines, and as the United States market was closed through a high tariff, exports had to be made to England at indifferent prices. Three new machines were soon installed, however, and the new general manager started on the upbuilding process in Laurentide which has attained such marked success. From a mill man he became an organizer and an executive head, and gradually built up around him local expert paper makers, and proved an adept in the control of labor.

A Model Town Built

Gradually, too, his ideas in a model town took shape, and Grand Mere emerged from a typical Western mining camp of tar paper shacks, and this transformation is his chief pride to-day.

In this he has just secured a charter and a civic manager. In the plant itself he has succeeded in working up to an average of 90 per cent. efficiency, where a textile mill, for instance, runs about 60 to 65 per cent. In his gilt paper, "The Digester," he prints in French and English the records of the various machines, month by month, with the names of the men who run them. One of his nearest friends declares the outstanding feature of his character is his desire and ability to secure co-operation. This has extended to the whole industry, and to his broad vision is due much of the progress in conservation and reproduction of Canadian forests and to the constructive harmony that prevails throughout. Mr. Chahoon is an easy, quiet, but able speaker. There is indeed a marked suggestion of reserve strength in his manner. His advice is valued outside his own mills, and usually accepted as final.

Reward for War Services

The title of "Col." given him the other night was a surprise to most of his Canadian friends. This was for his services in the war, bestowed when he accepted the position of business manager on the department in charge of the manufacture of gas shells, poison gases, etc., at the Edgewood Arsenal at Baltimore.

George Chahoon is at once on of the most popular as well as most respected men in the pulp and paper industry in Canada to-day, popular, perhaps, as much as anything because he is essentially human. He will stand beside a window of the office at Grand Mere, discuss with concentrated interest a $2,000,000 proposition, and break off to make a remark about someone who has passed, and in a flash is at the big task again. Perhaps because there is an attractive modesty about him. When the death of Sir William Van Horne opened the presidency of Laurentide, he insisted that Charles R. Hosmer should be appointed. The latter, of generous mind, refused on the ground that the man who "made" the company should hold this honor. And so it was, and to-day behind the skilled captain of industry of Grand Mere stands the equally skilled financier of 4 Hospital Street, Montreal.

Watch "Overhead" is Advice Given to Bicycle Dealers

Toronto.—At the mid-winter executive meeting of the Canadian Bicycle Dealers' Association, considerable discussion arose over the subject of business management, and it was the consensus of opinion that overhead expense at the present time is not less than twenty-five per cent. of the cost of conducting business. Only a year or two ago this item was figured roughly at 15 per cent. to 18 per cent., and the warning was issued that some dealers were in danger of meeting financial difficulty because they were not realizing that overhead is considerably higher than a short time ago. It was urged that all dealers use extreme care in business methods. Bad debts, the loss of bicycles, so-called stock shrinkage, and other such details must be guarded against wherever possible.

Walter Rinck, of New York, executive secretary of the Cycle Trades of America, has written to the Canadian Bicycle Dealers' Association to express his appreciation of the decision made by the Canadian organization to observe the first week in May for the 1920 Bicycle Week, the same as adopted for the trade in the United States.

At the annual meeting of the Hamilton Bicycle Dealers' Association, J. A. Dixon, president of the Canadian Bicycle Dealers' Association, was appointed a committee of one to confer with the civic authorities to insure that the new $50,000 athletic field and track for Hamilton is built in such a manner that bicycle racing will be easily staged on the track.

St. Louis "Star."

SKATING ON THIN ICE

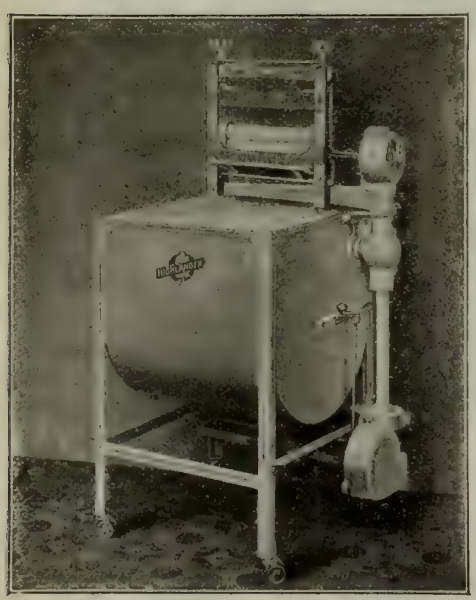
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

WASHING MACHINES

The Rochester Washing Machine Corp., Rochester, N.Y., are placing on the market an improved washing machine, and claim that it involves new principles and cleans clothes without wear and will also eliminate hard labor. The makers state that their washing machine, with wringer attachment, is built with a roomy cylinder, large enough to handle an entire washing of an average family. The cylinder, which is of wood, revolves 6 times in one direction, and automatically reverses and revolves six times in the opposite direction. They point out that this continual action forces the hot suds through the fine meshes of the clothes, incidentally cleaning them, this applying also to laces or blankets.

Ths machine was said to have been made with an object of eliminating pounding, rubbing or friction, the cylinder being made of white pine in order not to swell, sag, warp or rot. Also so as not to attract the greasy substance which comes from all soapy clothes. T' machine is said to be very easy to operate, being started and stopped by one

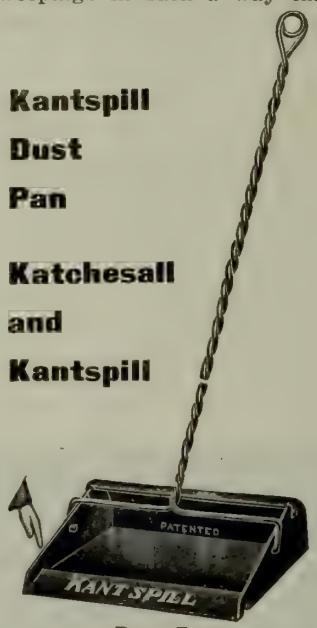


Electric Washing Machine

lever, located on the side of the machine, and that both machine and wringer may be operated together or individually, as needs may require. A switch being attached to the side of the machine controls the motor.

DUST PAN

The Hand Craft Mfg. Company, St. Paul, Minn., are placing on the market a new dust pan which they call the Can't Spill; also that this pan is made of heavy gauge cold rolled iron, with heavy edge reinforced at the ends to prevent bending of the edge, and catches all sweepings in such a way that they



Dust Pan

cannot be swept under the pan. The connecting points are also said to be riveted and that when the pan is not in use it is divided so that it will hang on the wall, hood end downwards. The handle is made of twisted wire and is 30 inches long and comes in an olive green enamel finish.

STENTOR AUTOPHONE

The Klaxon Company, Detroit, Michigan, are putting on the market an Autophone, which is a telephone system for communication between passengers and chauffeurs, and may be used in both closed and open cars, it is stated.

The manufacturers claim that the voice of the speaker is magnified, and can be heard by the driver in the noisiest streets, as the vibration of the car does not interfere with the clearness of the sounds.

They also state that the occupants of the car can give instructions to the chauffeur without raising the voice or leaning forward in the seat, as the transmitter is attached to a cord, which is taken care of by an automatic cord winder when not in use, allowing the autophone to be used anywhere in the car with equal ease. It is connected with the battery of the car, there being no dry cells used.

The transmitter is made in many designs, to harmonize with the other equipment of the car. The color of the cord is made to match the upholstery of the car, and where enamel is used that also can be mad[illegible] desired color. One design of transmitter is concealed in a hand mirror; another forms a part of the decoration of a flower vase, from which it is removed when in use, it is stated.

Another feature is said to be that near the driver's head is placed the receiver or horn, where he can hear instructions without changing his position or turning his eyes from the traffic. In open cars, it is inserted in the dash board or attached to the steering column.

The entire equipment consists of a small transmitter, a receiver, a cord winder, and a few feet of cord. It can readily be connected with the other regular electrical equipment of the car, or with any six or twelve-volt storage battery, it is stated.

Autophone

Incorporations

The West Furnace Carburetor Company of Canada, Limited, capital $100,000, head office, Toronto, plans to manufacture and sell furnace carburetors and parts and accessories thereof.

Playthings, Limited, capital $40,000, head office, Toronto, plans to manufacture and deal in toys.

The Tube Company of Canada, Limited, capital $100,000, head office, Toronto, plans to manufacture and deal in metal tubing, sheet metal, hardware and stamped and drawn products.

Edward Hawes & Co., Limited, capital $40,000, head office, Toronto, plans to manufacture and deal in stove polishes, floor waxes, varnishes, oils and paints.

Canadian Fabrikoid, Limited, head office, Toronto, capital $1,500,000, plans to manufacture and deal in various fabrikoid products.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

HEAVY advances in prices have again taken place this week and many basic products have been affected. Among the most important advances are those on gasoline and coal oil, fuel oil, motor oil, pipe wrenches, fence plyers, step ladders, wash boards, iron boiler rivets, refrigerators, bull rings, pump rod couplings, fence staples, sash cord, hand saws, cotton twine, weigh scales, wood pails and tubs, metallic roofing, annealed and bright wire, bale ties, sheets and plates, fittings, wrought pipe, corrugated sheets and lead pipe.

Wire nails are up 50c per keg. Furniture polish is higher. New retail prices are announced.

Notwithstanding the high prices current throughout the entire hardware line, business is reported brisk. Collections are coming in in good time and many are looking forward to a large spring turnover, provided the stocks are available.

The unsettled condition and high rate of exchange is to some extent the cause of recent advances in some commodities.

MONTREAL MARKETS

MONTREAL, Feb. 12—It is not an easy matter to define the trend of the markets these days, and particularly as there are so many manufactured lines imported. Exchange, shortage of raw material, possible railway difficulties and many other factors have again assumed a more or less serious aspect. It has become necessary to practically cut off the principle of promising delivery for any length of time ahead and the situation will probably not improve for many weeks.

Prices are still moving upward on most lines and this week there has been another advance of 25c per 100 lbs. on iron bars, steel bars, etc. Nails have not, as yet, been affected. Various lead pipe has advanced one cent and there will doubtless be an early increase in the price of bends, traps, etc. Wire products are firm, but unchanged. Black sheets are higher in some quarters, as are also galvanized. Raw material is scarce for the manufacture of wares and these will not be lower, it seems, for a long time. Gasoline is one cent higher this week, but coal oil is unchanged. Rope is steadily held without change. Some are expecting that nail prices will be revised upward. They are very scarce at present. An advance is effective for wash boards. Sash cord is higher and now dangerously near the dollar mark. New lists are being prepared on all lines of brushes and brooms will be higher and very scarce. Increases of about 15 per cent. for brushes and of around 7½ per cent. for brooms are likely. Road scrapers are marked higher this week. Small machinists' vises are also up about 15 per cent. and marking gauge and level prices are withdrawn, which is a prelude, doubtless, to higher prices on these two lines.

Altogether the state of trade is remarkably active, but the limitations as to assortment are an increasing anxiety. It is hoped relief in this respect may come ere long.

Small Vises Higher; Marking Gauges Up

Montreal.

VISES, GAUGES.—Prices are marked higher on various machinists' vises. The approximate increase totals 25 per cent. and affects a variety of lines, but these cannot, at the moment, be enumerated.

Prices on Stanley marking gauges are withdrawn and the same applies to levels. This will doubtless mean that prices will be revised upward in the immediate future.

Road Scrapers Are Revised Upward

Montreal.

ROAD SCRAPERS. — Prices are marked higher on road scrapers, and a few of the prices now effective are as follows: Drag pattern, No. 1, each $15; No. 2, $14.50; and No. 3, $14. These are prices applying on runner style. Those without runners are priced, respectively at $14, $13.50 and $13 each.

New Lists on Brushes And Brooms Will be Up

Montreal.

BROOMS, BRUSHES.—Manufacturers have withdrawn lists and are issuing new on various brushes. The outlook for material is difficult and an increase of 12½ per cent. to 15 per cent. may be looked for. On brooms there will be an increase, this being approximately 7½ per cent. The raw material situation is the biggest factor confronting the makers, it is understood by HARDWARE AND METAL.

Nails Are Scarcer; May be a Shortage

Montreal.

NAILS.—As the building season approaches the question of whether there will be adequate nail stocks confronts the trade. Reports indicate that shortage already exists, and this means that there is remote probability of improvement in the immediate future. The undertone is strong, and some look for still higher prices than those now obtaining. Cut are based at $5.85 per keg. Will they go higher, as is suggested by the increase made this week in iron products? Wire nails hold at $5.25 per keg, base.

New Advance Made For Wash Boards

Montreal.

WASHBOARDS.—The following new prices are announced on several lines of washboards. These new prices are but one indication of the undertone on this line of hardware, and the makers seem to have their own trouble maintaining stocks of the necessary raw materials. Diamond King, glass, per doz., $7; Improved Globe, $5.40; Jubilee Perforated, $6.05; and Pony, $2.50.

Sash Cord Nears the Dollar Mark

Montreal.

SASH CORD, TWINES.—Prices are soaring on sash cord and the dollar mark is neared on small sizes. This product is likely to rule high under the high prices obtaining for raw cotton, and the tendencies are also bound to be higher on cotton wrapping twines. Sash cord prices are: No. 6, per lb., 98c; No. 7, 97c, and 8-12, 96c. Awning cord will be higher, too, though revised prices are not available.

High Hemp; Exchange Affects Rope Situation

Montreal.

ROPE AND CORDAGE.—Prices are steadily unchanged on various rope and cordage, although the present rate of exchange and the higher prices asked for hemp are two big factors confronting the manufacturer. The present volume of business is fair, and base prices are as follows: Pure manila rope, per lb., 30c; British and Beaver, 26c, and sisal, 22½c.

Gasoline is Up 1 Cent; Coal Oil is Steady

Montreal.

GASOLINE AND COAL OIL.—Prices are marked up one cent a gallon on gasoline, and this makes the present quotation on motor grade 36c per Imperial gallon. The coal oil situation is steady, and basis unchanged, prices ranging from 25c to 28c per gallon.

Ware Material Scarce; Stove Basis is Firm

Montreal.

STOVES AND WARES.—Prices are very high for all raw material entering into the manufacture of wares. Not only so, but the difficulty of getting these is even greater than ever before. The exchange situation aggravates a situation that was serious enough, and it will be surprising indeed if relief should come in the immediate weeks ahead.

Stoves are ruling with a firm undertone, and while trade at the moment is quiet there will be a revival of buying soon, it is expected. Prices will hold high, naturally.

Some Add 25 Cents and 50 Cents to Sheets

Montreal.

SHEETS AND PLATES.—Prices are revised upward in some jobbing quarters on both galvanized and black sheets. The increase is 25c per 100 lbs. on black, and that on galvanized, 50c.

In reviewing the situation, it is not possible to outline encouragement in the way of an early recovery of supplies, although some quantities of sheets are said to be expected in few weeks. With a bare market these will doubtless be absorbed without delay or difficulty. The markets are very, very firm. The same conditions apply on Canada plates and tinplates, generally.

BLACK—		
10 gauge	7 45	7 70
12 gauge	7 50	7 75
14 gauge	7 55	7 80
16 gauge	7 65	7 90
18-20 gauge	7 95	8 20
22-24 gauge	8 00	8 25
26 gauge	....	8 05
28 gauge	....	8 20
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	10 00	10 50
28 gauge	9 85	10 35
26 gauge	9 75	10 25
22 and 24 gauge	9 40	9 65
20 gauge	9 25	9 50
18 gauge	9 25	9 50
16 gauge	9 00	9 75
English Standard—		
28 gauge	....	11 25
26 gauge	....	11 00
24 gauge	....	10 40
22 gauge	....	10 05
18 and 20 gauge	....	9 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Bar Iron Up 25c; Other Grades Up

Montreal.

IRON AND STEEL.—Prices are revised upward on all iron and steel bars, bar iron being increased again 25c per 100 lbs. The tendencies are firm, and no prospect of low prices is in sight. The increase on the various grades is 25c per 100 lbs., while that on iron finish machinery steel is 40c.

IRON AND STEEL

Iron finish machinery steel		$4 60
Norway iron	13 50	15 00
Single reeled machinery steel		5 65
Spring steel		5 40
Sleigh shoe steel		4 55
Tire steel		4 75
Toe calk steel, per 100 lbs.		5 45
Band steel		4 55
Harrow tooth steel		4 70
Mining tool steel, per lb.		0 22
Black diamond tool steel, per lb.		0 22
Black diamond cast steel, per lb.		0 22
Common bar iron, per 100 lbs.		4 30
Refined iron, per 100 lbs.		5 30
Mild steel		4 55

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Wire Products Firm, But Are Unchanged

Montreal.

WIRE PRODUCTS.—There is little new interest in wire products, but dealers have been booking their near requirements and the basis is not likely to decline. Sales of smooth galvanized, of barbed and coil spring wire have been maintained on a fairly active basis.

Barbed Wire—	80 rod reel
2 pt. x 5	$4 89
4 pt. x 6	5 30
4 pt. x 4	5 76

	Per 100 lbs.
Barbed wire (weights)	$6 15
Galvanized plain twist wire	6 65
Galvanized Coil Spring—	
No. 9	5 80
No. 12	5 95
No. 13	6 05
Galvanized plain wire—	
Nos. 0 to 8 inclusive	6 15
No. 9	5 75
No. 10	6 20
No. 11	6 25
No. 12	5 90
No. 13	6 00
No. 14	6 60
No. 15	7 05
No. 16	7 20

Lead Pipe Prices Advance One Cent

Montreal.

LEAD PRODUCTS.—A firmer feeling has been developed in the lead product list and one cent added to the lead pipe list, which continues to be subject to the ten per cent. discount. There is strong likelihood of manufactured lines being advanced at once, and solder, too, may be marked higher.

Lead pipe, per 100 lbs.	....	16 00
Lead waste, per 100 lbs.	....	17 00
8 in. and over, per 100 lbs.	....	18 00

Note.—Lead pipe is subject to a discount of 10%.

Lead traps and bends		List plus 10%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb	....	0 13¾
Do., 4 to 8 lbs., sq. ft.	....	0 13½

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	....	0 44½
Solder, strictly, lb.	....	0 41½
Strictly, commercial, lb.	....	0 38½
Solder, wiping, lb.	....	0 37
Solder wire (8 gauge)—		
40-60	....	0 41
45-55	....	0 44
50-50	....	0 47
Zinc sheets, casks	....	0 17½
Do., broken lots	....	0 18

Big Demand For Old Cast and Steel Scrap

Montreal.

OLD MATERIAL.—While a somewhat quieter condition is manifest at the present time, the tendencies are strong for old cast and steel scrap. The price basis has held this week without change, and altogether there has been, this winter, a maintenance of prices for various old materials that are usually low at this season of the year.

Dealers' Buying Prices—		
Old rubbers, boots and shoes	....	0 07½
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	....	0 03
Automobile tires	0 03¾	0 04
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 09	0 10
Scrap zinc	0 07½	0 08
Light copper	15 00	16 00
Heavy copper	18 00	19 00
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	25 00
Pipe scrap, ton	....	17 00
Stove plate, ton	....	23 00
Heavy melting steel	19 00	20 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	35 00	37 00

Ingot Markets Slow; Most Held Firmly

Montreal.

INGOT METALS.—Prices are holding firmly on most ingots, but the conditions of business are rather of a quiet order.

COPPER.—This is unchanged, with a rather small volume of business being

transacted. The present market quotation on casting is 24c, and that on electrolytic 24½c.

TIN.—This is a shade easier and is quoted at 72c. There is a fair, though small, amount of business.

ALUMINUM.—At 34c per lb. there is a limited amount of trading.

ANTIMONY.—Rather stronger at 13½c for Chinese, and 15c for English.

SPELTER.—The request for this is light at the present time and the price basis holds at 12½c per lb.

LEAD.—This is firm at 11½. Contrary to the expectations of a few weeks ago, the markets do not seem to be flooded with excess quantities, and sales have been large in many parts of the country.

TORONTO MARKETS

MANY advances continue to affect the staple lines of hardware. This week's report includes advances in the following: Gasoline, coal oil, fuel oil, motor oil, pipe wrenches, fence plyers, step ladders, wash boards, iron rivets, refrigerators, bull rings, pump rod couplings, fence staples, wire, sash cord, wrapping twine, saws, scales, pails and tubs, metallic roofing, sheets and plates, wrought pipe, fittings, corrugated sheets and lead pipe.

Wire nails have again jumped to higher prices. Liquid Veneer has been marked up, the retail price also being higher. Hickory and ash handles may be scarce. Lumbering tools also are reported hard to procure.

Jobbers report business as being very brisk for this season of the year and are looking forward to large turnovers, providing they can get the stocks to sell. The exchange situation is practically unchanged and to some extent is said to be the cause for some of the higher prices. Collections are reported good.

Fuel Oil Again Shows Higher Prices

Toronto

FUEL OIL shows further advance. Barrels are now quoted at 12 cents per gallon; tank cars, 10 cents per gallon.

Gargoyle Mobiloil Shows New Prices

Toronto

GARGOYLE MOBILOIL has been advanced. The new prices being quoted are as follows:

E and Arctic, $1.40 per gallon; A, $1.50 per gallon; BB, $1.75 per gallon; B, $1.80 per gallon; less 25 per cent.

Gasoline and Coal Oil Again Advance 1c *gal.*

Toronto

GASOLINE AND COAL OIL have shown further advances. This is said to be due to the present high rate of exchange as well as the higher cost of crude oil. Gasoline is now quoted at 35 cents per gallon. For shipments to points farther north from North Bay, the extra is 2 cents per gallon. Coal oil shipped north of North Bay is also 2 cents per gallon higher.

Wire Nails Jump 50c *Base Per Keg*

Toronto.

WIRE NAILS have advanced 50 cents per keg over former base prices. This has been predicted in recent issues of HARDWARE AND METAL. The main factor as given by the manufacturers is the shortage of raw materials. The slow movement of freight is said to be a handicap to manufacturers, owing to delayed shipments of coal and other commodities.

Coal is scarce and shipments coming very irregular. This naturally reflects in the making of coke and affects the different operations all down the line to the finished product.

The exchange situation continues to be a big factor toward higher prices. Some firms predict serious shortages before the season is over.

Pipe Wrenches Have Been Marked Up

Toronto

PIPE WRENCHES. — Oswego Standard and the Whitman & Barnes Stillson have now advanced, the new quotation being 45 per cent. off the list.

Fence Plyers Reach Higher Figure

Toronto

FENCE PLYERS of the Whitman & Barnes make have been advanced. The 6 in. now quoted at $7 a doz.; 8 in., $8.75 per doz.; 10 in., $10.50 per doz.

Step Ladders Also Join The March Upwards

Toronto.

STEP LADDERS.—New and higher prices have been announced on step ladders, the household selling for 26 cents per foot, while the standard is quoted at 35 cent per ft.

Washboards Again Reach Higher Levels

Toronto

WASH BOARDS have advanced in price, the new quotations being: Improved, $5.40 per doz.; Royal Globe, $5.40 doz.; Diamond King, $7 a doz.; Glass Globes, $7 a doz.; Original Globes, $5.90 per doz.; Pony, $2.50 per doz.

Iron Boiler Rivets Have New Prices

Toronto

IRON BOILER RIVETS.—New and higher prices have been announced on boiler rivets. ½ inch diameter and larger round head are now quoted at $8 base; ½ inch diameter cone head, $8.15 base; ½ inch diameter countersunk head, $8.35 per hundred lb. base.

Refrigerators Have Been Advanced 15%

Toronto.

REFRIGERATORS have been advanced. The new price being quoted is approximately 15 per cent. higher than formerly.

Copper Bull Rings Have New Prices

Toronto

BULL RINGS—Copper bull rings have been advanced and new and higher prices are now in effect which are as follows: 2 in., $3.70 per dozen; 2½ in., $4.50 per dozen; 3 in., $5 per dozen; self piercing, 2 in., is also $5 per dozen.

Pump Rod Couplings Have Been Revised Upwards

Toronto

PUMP ROD COUPLINGS, black and galvanized, are now being quoted at 35 cents and 45 cents per pound respectively.

Fence Staples Again Show Higher Quotations

Toronto.

FENCE STAPLES have advanced 25 per cent. per hundred pounds, bright now being quoted at $5.85, while galvanized are quoted at $6.85 base.

Hercules Sash Cord Has New Price

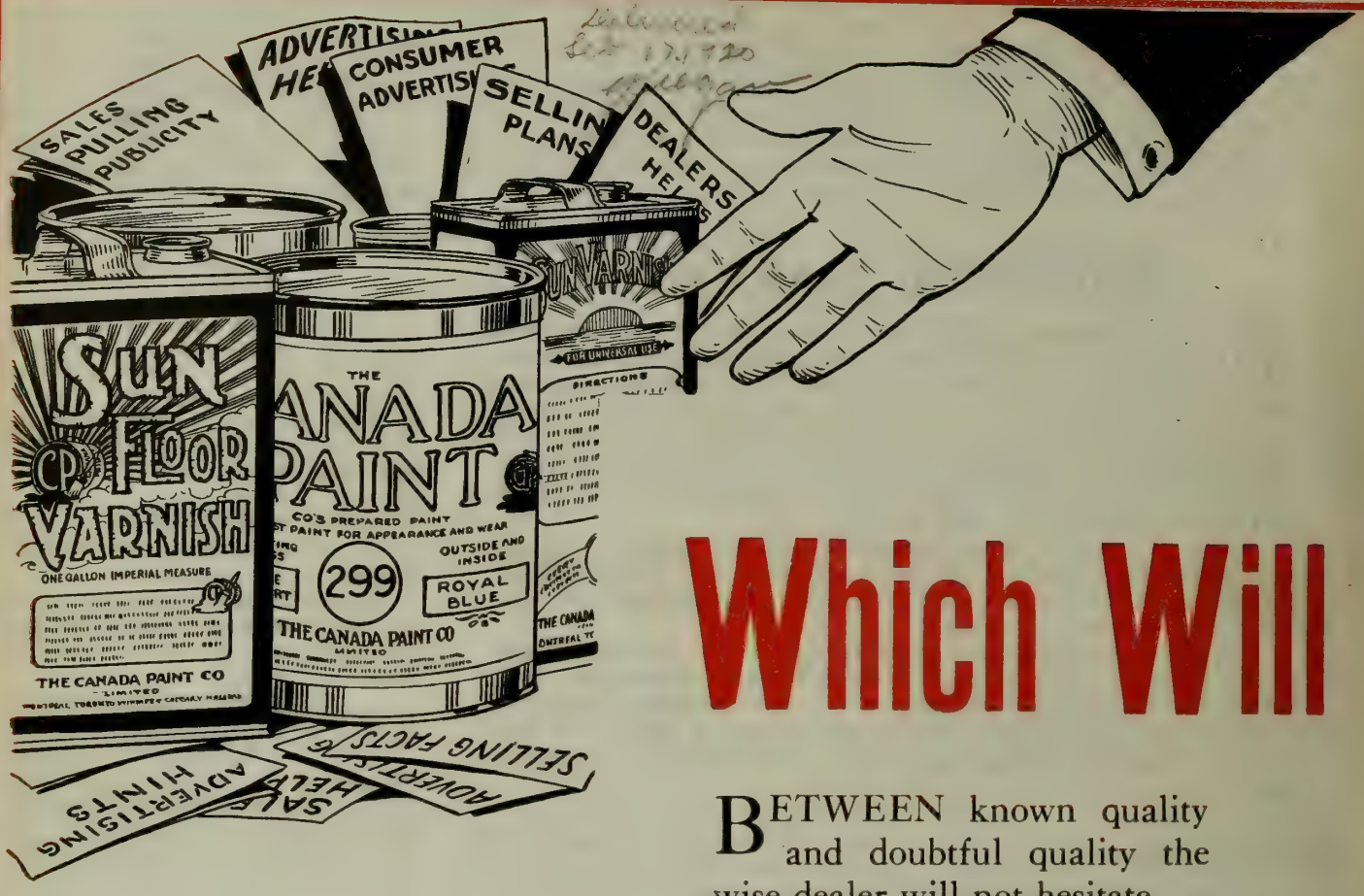
Toronto.

SASH CORD.—New and higher prices have been announced on sash cord. No. 6 is now quoted at 98 cents per lb.; No. 7, 97 cents per lb., and Nos. 8, 10, 12 are quoted at 96 cents a lb.

Cotton Twine Prices Have Been Advanced

Toronto

COTTON TWINE.—New and higher prices have been announced on cotton twine. The 3-ply balls are now quoted at 90 cents a pound, three-ply cone are 92 cents per pound, while the 4-ply cone are 97 cents per lb.



Which Will

BETWEEN known quality and doubtful quality the wise dealer will not hesitate.

Here, on one hand, is a complete line of Paints and Varnishes—the Canada Paint line—a combination of quality backed by Dominion-wide consumer advertising creating the demand for you to supply. And, on the other, some unknown assortment, slightly cheaper in price, perhaps, but a line you'll have to *sell on your own responsibility* with the ever-present risk of recommending inferior quality.

Take the uncertainty factor out of your paint selling and assure yourself of a well-satisfied customer with every sale by handling

CANADA PAINT

The Paint of Merit

The Paint of Merit

You Sell?

If your business is hindered by a slow-selling paint of doubtful quality, link up with the Canada Paint line and reap the advantages of our sales-pulling publicity. Magazine and newspaper advertising, painted bulletins, outdoor signs—all are included in the big national campaign the effects of which will be felt by every C.P. agent in Canada.

Quality Paints and Varnishes effectively advertised — that is the worth-while combination that the C.P. agency offers you.

Plan now to make the coming season the biggest yet in the matter of paint and varnish sales. Take the first step to-day by writing us for detailed particulars of our agency proposition.

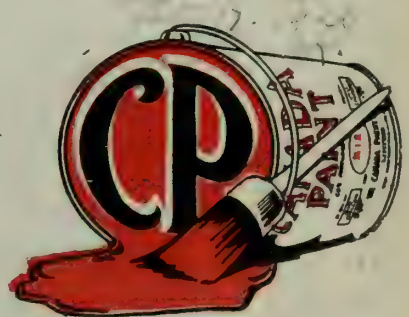
A Post Card Will Do

Be sure to visit our Booth No. 51 at the Hardware Convention

THE CANADA PAINT CO.
LIMITED

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS

MONTREAL-TORONTO-WINNIPEG-CALGARY-VANCOUVER-HALIFAX



The Paint of Merit

Disston Saws Have Again Been Marked Up

Toronto

DISSTON SAWS.—New and higher prices have been announced on Disston saws, the advance being approximately 10 per cent., and the D 8 x 26 inch is now quoted at $44.80 per doz. net.

Standard and Champion Scales Are Higher

Toronto.

SCALES—Higher prices have been announced on scales of the Burrow Stewart and Milne make, and are quoted from the following new list of January, 1920: 4 lbs., $5.75; 10 lbs., $7.85; 240 lbs., $12.25; 600 lbs., $30.75; 1,200 lbs., $38.50; 2,000 lbs., $55; 2,000 lbs., $62.75. Champion list, less 25 per cent. standard net list. Weigh beams, less 10 per cent.

Lumbermen's Tools Show Signs of Scarcity

Toronto.

LUMBERMEN'S TOOLS.—It is reported that there is considerable shortage in lumbermen's tools, such as canthooks and peavies. This is said to be due to the shortage of steel for making the hooks.

Bale Ties Higher; New Net Prices Herewith

Toronto.

BALE TIES.—New and higher prices have been announced on bale ties. These new prices are said to be in harmony with kindred lines which have shown activity of late. The new net prices are as follows: 12 ga., $6.40; 13 ga., $6.50; 13½ ga., $6.60; 14 ga., $6.65; 15 ga., $6.80; 16 ga., $7.00.

Flat and Round Head Screws May Go Higher

Toronto

SCREWS, FLAT HEAD AND ROUND HEAD, are quoted at a very firm price. Although the present price remains unchanged, it is hard to say how long it will remain at these quotations. A sharp advance has been made in the States and may be followed by a similar one here.

Liquid Veneer Prices Have Been Marked Up

Toronto.

LIQUID VENEER.—New and higher prices have been announced on Liquid Veneer, the 4 ounce now selling at $2.40 per doz.; 12 ounce, $4.80 per doz.; the quart, $9.60 per doz. Little Giant Deal at $6 each; Dandy Deal, $16.80; mops, assortment, $14.20 each. The retail price has also been changed.

Hickory and Ash Handles Said to be Getting Scarce

Toronto

HANDLES of all kinds are reported rather scarce. It is stated that a situation in the hickory wood has been created which may make for a restriction in the output of axe and other handles made from this wood. Ash, from which harvest tool handles are made, is also said to be in a much similar condition. This is said to be mainly due from reforestation; in most cases, the lumber is cut from the forest and no trees are planted to replace the ones cut.

Pails and Tubs Have Been Advanced About 10%

Toronto

PAILS AND TUBS have advanced 10 per cent. The prices on wash tubs, clothes pins and some other lines of woodenware are still withdrawn and no new prices have as yet been issued.

Metallic Roofing, Shingles, Sidings Up 5%

Toronto

METALLIC ROOFING, shingles, siding and the sundries for applying have all been advanced 5 per cent. This is directly due to the high rate of exchange, it is stated, and it is likely to remain in force till the exchange rate reaches a more normal condition.

TYPOGRAPHICAL ERRORS IN REVISED CARPET TACK LIST

On the new revised hardware tack list adopted January 30, 1920, there appeared three typographical erorrs, which, in turn were reproduced by HARDWARE AND METAL. The corrections for this list are as follows: Cut tacks, blued, 4-oz., change from 47c list to $1.47 list; carpet tacks, 4-oz., blued, change from 33c list to $1.33 list; carpet tacks, 4-oz., tinned, change from 55c list to $1.55 list.

Annealed and Bright Wire Has Advanced 25c

Toronto

WIRE has advanced 25 cents per hundred pounds, annealed and bright now being quoted from a basis of $5.50 per hundred pounds. Hay baling wire is 50 cents per 100 lbs. higher.

Sheets and Plates Have Been Advanced 50c

Toronto.

SHEETS AND PLATES have advanced 50 cents per 100 lbs. The scarcity of this commodity continues to be very noticeable and many stocks are exhausted. The mills are said to be making better headway with orders and some claim they could got more stock if the movement of freight were better.

Usually at this time of year jobbers are receiving and storing stock in their warehouses in preparation for the coming busy season. This year, however, not sufficient stocks are coming in, to supply the present demand, let alone stock up for future, it is stated. This then is believed to be a forerunner of the coming conditions.

The prices quoted here are nominal, and it may be found that some are charging prices at a variance to those shown below.

This, to some etxent, may be expected, as warehouse stocks are practically cleaned out, and jobbers frequently have to go out to the local market to replace their stocks.

BLACK SHEETS—

14 gauge	8 00
16 gauge	8 00
18-20 gauge	7 45
22-24 gauge	7 45
26 gauge	7 60
28 gauge	7 70
3-16 inch plate	....
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—

	Premier		Apollo	
10¾ oz.	$10 00	$10 60	$9 75	$10 45
U.S. 28	9 60	10 20	9 30	9 75
U.S. 26	9 30	9 90	9 05	9 40
22 and 24	9 15	9 75	8 90	9 20
18 and 20	9 00	9 60	8 75	9 00
16	8 85	9 45	8 60	8 80
12 and 14	8 20	8 70	8 20	8 55

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Iron and Steel Bars Remain Unchanged

Toronto

IRON AND STEEL BARS.—Prices remain unchanged. Conditions are practically the same as have been reported for some time back. Jobbers report very light stocks and claim that the slow movement of freight is very inconvenient as well as the high rate of exchange.

Common bar steel 3-16 and light .	....	5 25
Com. bar steel, ¼ in. and heavier	....	4.75
Com. bar iron 3-16 in. and lighter	....	5 25
Com. bar iron ¼ in. and heavier	....	4 75
Angle base	....	5 00
Horseshoe iron	....	5 25
Tire steel	....	5 20
Mild steel	....	5 00
Norway iron	....	15 50
Toe caulk iron	....	5 95
Sleigh shoe steel	....	5 00
Band steel	....	5 00
Spring steel	....	12 00
Mining drill steel	....	30 50
Sheet cast steel	....	0 95

Boiler Tubes Firm; May Be Advanced

Toronto

BOILER TUBES continue to show very good demand, although jobbers state they are rather scarce. This is accounted for, it is stated, by the slow delivery of freight, which is said to be causing considerable shortages of raw materials. Skelp is said to be very hard to procure.

The exchange situation continues to be very inconvenient. As well as being the direct cause, in many cases, of higher prices, although the present price remains unchanged, the price tendency is very firm. The following are the present quotations:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	29 50	.....
1½ inch	31 50	.....
1¾ inch	32 00	$28 00
2 inch	31 00	27 00
2¼ inch	35 00	29 00
2½ inch	43 00	33 50
3 inch	50 00	42 00

3¼ inch	.....	49 50
3½ inch	63 00	46 50
4 inch	80 00	59 00

Cast Iron and Wrought Fittings Have Advanced

Toronto

FITTINGS.—Some lines of cast iron and malleable fittings have been advanced. The new quotations are cast iron fittings, discount 5 per cent. Plugs, 15 per cent. off, and bushings, 17½ per cent. of the list. 4 inch nipples and under, 60 per cent.; 4½ inch nipples and larger, 50 per cent.; 4 inch and under, 30 per cent.; 4 inch and under, running thread, 30 per cent. Wrought couplings, 4 inch and under, 30 per cent.; 4½ inch and larger, 10 per cent. off the list.

Wrought Iron and Steel Pipe Has New Net List

Toronto

WROUGHT IRON PIPE.—An advance has taken effect on wrought pipe. This is said to be due to the very great shortage of skelp. The high rate of exchange is also said to have a direct bearing on the situation as considerable skelp comes from the U.S.A. The slow freight shipment, caused, it is believed, by the shortage of cars as well as the cold weather and heavy snow, is also said to be a factor.

It is hard to predict just what will be the future for pipe prices. The demand is said to be very heavy for this time of the year and every indication points to a very heavy anticipated demand for the coming season, and if skelp does not come to hand in larger quantities and other conditions improve great shortage may be noticed, it is stated. The following are the present quotations:

PIPE, WROUGHT
Price List No. 43 — Feb. 3, 1920.
Standard Buttweld S/C

	Steel		Gen. Wrot. Iron	
	Black	Galv.	Black	Galv.
⅛-in.	$ 6.00	$ 8.00	....	....
¼-in.	4.83	6.96	$ 5.31	$ 7.44
⅜-in.	4.83	6.96	5.31	7.44
½-in.	6.42	7.99	7.10	8.67
¾-in.	8.11	10.24	9.03	11.16
1- in.	11.99	15.13	13.35	16.49
1¼-in.	16.22	20.47	18.06	22.31
1½-in.	19.39	24.48	21.59	26.68
2- in.	26.09	32.93	29.05	35.89
2½-in.	41.24	52.07	....	....
3- in.	53.93	68.09	....	....
3½-in.	68.54	85.56	....	....
4- in.	81.21	101.37	....	....

Standard Lapweld S/C

	Steel		Gen. Wrot. Iron	
	Black	Galv.	Black	Galv.
2- in.	$29.79	$36.63	$33.49	$39.96
2½-in.	43.58	54.41	49.43	60.26
3- in.	56.99	71.15	64.64	78 80
3½-in.	70.38	87.40	79.58	96.60
4- in.	83.39	103.55	94.29	114.45
4½-in.	.95	1.19	1.20	1.45
5- in.	1.10	1.39	1.40	1.69
6- in.	1.43	1.80	1.81	2.19
7- in.	1.87	2.36	2.34	2.83
8-L	1.96	2.48	2.46	2.98
8	2.26	2.85	2.84	3.43
9	2.71	3.42	3.40	4.11
10-L	2.51	3.17	3.15	3.81
10	3.23	4.08	4.06	4.90

Terms 2% cash discount if paid within 30 days. Approved credit.

Lead Pipe Up 1c Lb.; Other Products Firm

Toronto.

LEAD AND ZINC PRODUCTS.—Lead pipe has advanced and continues to hold at very firm new prices. The basic metals have shown higher tendencies which have finally reflected in higher prices. Other products, although firm, remain unchanged.

Lead pipe, list, per lb.		0 16
Lead waste pipe, list, per lb.		0 17
Do., over 8 inches, list, per lb.		0 18
Above subject to discount of 10%.		
Lead traps and bends	....	add 10%
Lead wool, lb.	....	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lbs.	....	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, guaranteed, lb.	....	0 43
Solder, strictly, lb.	....	0 40½
Solder, commercial, lb.	....	0 38
Zinc sheets,, per lb.	....	0 19
Solder, wiping, lb.	....	0 36¾
Solder, wire, lb.	....	0 44¼

Scrap and Waste Materials Hold Firm

Toronto

SCRAP AND WASTE MATERIALS.—During the past few days, scrap and waste materials of nearly all kinds have shown brisk movement, and it may be that the next two or three weeks will show higher prices. A number of buyers have been holding off, it is stated, in view of anticipated higher prices.

Why do WE stand for it?

Dealers state that there is every indication of heavy buying movement in the very near future and state that they are looking forward to one of the best years in the history of their business. The present slow movement of freight is said to be causing some inconvenience for the present, although condition is believed to soon adjust itself on the approach of warmer weather. The following are the present quotations:

DEALERS' BUYING PRICES

Pipe scrap	....	11 00
Stove plate, per ton	....	18 50
No. 2 busheling	....	13 00
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	24 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes	....	0 06
Overseas, lumbermen's rubber boots	....	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 08
Tea lead	....	0 04
Heavy lead pipe	....	0 05¾

Corrugated Sheets Have Advanced 5%

Toronto

CORRUGATED SHEETS.—Manufacturers have advanced their price on this commodity 5 per cent. They claim that this was necessary on account of the high rate of exchange and may be effective till such a time as the exchange situation recovers to more normal figures.

The shortage of flat sheets is said to be causing inconvenience. This coupled with the freight and labor shortage helps to keep the situation of corrugated sheets in a very unsettled condition. Very seasonable demand is reported and manufacturers are looking forward to a large volume of business, providing they can get the materials to make the products out of. The following are the present quotations:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	9 25	7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equallized on Montreal.

Add 5% to above list.

Ingot Metals Firm; No Changes in Price

Toronto.

INGOT METALS.—The list, as shown below, are said to be showing little movement, the prices remaining unchanged. The exchange situation is said to be having considerable effect on the movement of these commodities.

COPPER.—The present price of copper is quoted at 25 cents per pound and is said to be not unreasonable.

TIN.—The market on tin continues to be quiet. The present price of 73 cents per pound is holding firm, although stocks are reported low. The high rate of exchange may account for some of the inactivity.

SPELTER remains at 12 cents per pound, showing no change in price, with a limited demand offering.

LEAD shows no change in price, although recent figures have been of a fluctuating nature. The quotations continue at 10½ cents per pound.

ANTIMONY. — A fair movement is noted on antimony, and the demand continues to be a fair one. The present price is 12 cents per pound.

ALUMINUM remains quiet at the price quoted of 34 cents per pound.

LONDON MARKETS

LONDON, Feb. 12—Sharp advances continue to affect many important lines of hardware, chief among these are: Scales, silver-plated spoons and forks, screen door sets, cotton rope, sash cord, candle wick, seine twine, lamp wick, wrought pipe, shellac, turpentine, refrigerators, bull rings, Trimo and Stillson wrenches and parts and barn door rollers.

The exchange situation is showing little improvement and continues to affect prices on many commodities. Business is very brisk. The demand is said to be greater for this period of the year than has been noted for some years back. Collections are also reported good, in most cases being more a question of securing the goods, with a tendency to disregard price.

Starr Skates Have Been Revised Upwards

London, Ont.

STARR SKATES.—New and higher prices have been announced on Starr skates, the new prices mainly affecting the cheaper grades. This is said to be due to the advancing cost of raw materials, labor and also the scarcity of both. The exchange situation is also said to be one of the factors for these higher prices. The new advance is approximately 15 per cent. over former prices.

Champion and Standard Scales Quoted Higher

London, Ont.

SCALES. — New and higher prices have been quoted on scales. The following are the present quotations:

New list dated Jan. 10, 1920:—

4-lb.	$ 5.75
10-lb.	7.85
240-lb.	12.25
600-lb.	30.75
1,200-lb.	38.50
2,000-lb.	55.00
2,000-lb., with drop lever	62.75

B. S. & M. Champion discount, 5% standard net list.

Tea, Dessert, Table Spoons Dessert Forks Are Higher

London, Ont.

SPOONS.—Teaspoons, dessert spoons, table spoons, dessert forks, etc., of the Nevada make have been advanced. This is said to be causing little surprise as the price for some time has been of a firm nature. The following are the present quotations:

NEVADA GOODS—	Doz.
No. 9 Teaspoons	$0.85
No. 10 Teaspoons	1.00
No. 11 Teaspoons	1.10
No. 12 Dessert Spoons	2.00
No. 13 Table Spoons	2.25
No. 14 De-sert Forks	2.00
Hawthorne Dessert Sets ....each	2.50
Hawthorne Medium Sets ....each	2.65

Cotton Rope Quotations Continue Higher

London, Ont.

COTTON ROPE has been advanced and new and higher prices are now in effect. The ever advancing cost of cotton is said to be largely due to the very heavy demand from Europe and for some time past has been advancing on the open market. The higher cost of the raw material naturally reflects on the finished product, and incidentally affects cotton ropes. The new quotation on cotton ropes is as follows:

Cotton rope, 3/16, 90 cents lb.; ¼ and larger, 89 cents lb.

Screen Door Sets Have Been Revised Upwards

London, Ont.

SCREEN DOOR SETS. — New and higher prices have been announced on some lines of door sets. The No. 2255 are now being quoted at $3.50 per doz.

Hercules Sash Cord Again Reported Higher

London, Ont.

SASH CORD.—A further advance has been announced in sash cord which is said to be due to the advance in cost of raw material, also the high rate of exchange. The new quotations are:

Sash cord, No. 6, 98 cents lb.; No. 7, 97 cents lb.; No. 8 to 12, 96 cents lb.

Candle Wick Also Shows Higher Prices

London, Ont.

CANDLE WICK, like many other commodities whose basic material is cotton, has been advanced, the present quotation being 90 cents per pound. This is considered a high price, although no one at present is predicting anything lower at least for the present.

Seine Twine Has Been Revised Upwards

London, Ont.

SEINE TWINE. — New and higher prices have been announced on this commodity, directly due, it is stated, to the advanced cost of raw material and labor, also to the higher rate of exchange. The following are the present quotations:

SEINE TWINE—

No. 15, $1.04 lb.; No. 18 or larger, $1.03; No. 15, in ¼-lb. hanks, $1.05; No. 18, in ¼-lb. hanks, $1.04.

Cotton Lamp Wick Prices Have Been Advanced

London, Ont.

LAMP WICK.—New prices have been announced on lamp wick. These new prices are said to be in proportion with other commodities composed of cotton. The new prices on lamp wick are as follows:

Lamp wick, No. 0, 90 cents per roll; No. A, $1.15 per roll; No. B, $1.65 per roll; No. D, $2.60 per roll.

Wrought Iron and Steel Pipe Up; New List Out

London, Ont.

WROUGHT PIPE. — Both buttweld and lapweld steel and wrought iron pipe have been advanced and are now being quoted from a new list No. 43, dated February 3, 1920. These higher prices are said to be due to many causes. The main factor, however, is said to be the shortage of skelp, and manufacturers claim they have not overcome the scarcity caused by the previous steel strike the latter half of the past year. The present shortage of freight is said to be another reason and although it may not affect directly the finished product, it is said to have a direct bearing on the raw materials, and incidentally holds back the manufacture of skelp. The high rate of exchange is also a great factor. The new net prices are as follows:

PIPE, WROUGHT
Price List No. 43 — Feb. 3, 1920.
Standard Buttweld S/C

	Steel		Gen. Wrot. Iron	
	Black	Galv.	Black	Galv.
⅛-in.	$ 6.00	$ 8.00	....	....
¼-in.	4.83	6.96	$ 5.31	$ 7.44
⅜-in.	4.83	6.96	5.31	7.44
½-in.	6.42	7.99	7.10	8.67
¾-in.	8.11	10.24	9.03	11.16
1- in.	11.99	15.13	13.35	16.49
1¼-in.	16.22	20.47	18.06	22.31
1½-in.	19.39	24.48	21.59	26.68
2- in.	26.09	32.93	29.05	35.89
2½-in.	41.24	52.07	....	....
3- in.	53.93	68.09	....	....
3½-in.	68.54	85.56	....	....
4- in.	81.21	101.37	....	....

Standard Lapweld S/C

	Steel		Gen. Wrot. Iron	
	Black	Galv.	Black	Galv.
2- in.	$29.79	$36.63	$33.49	$39.96
2½-in.	43.58	54.41	49.43	60.26
3- in.	56.99	71.15	64.64	78.80
3½-in.	70.38	87.40	79.58	96.60
4- in.	83.39	103.55	94.29	114.45
4½-in.	.95	1.19	1.20	1.45
5- in.	1.10	1.39	1.40	1.69
6- in.	1.43	1.80	1.81	2.19
7- in.	1.87	2.36	2.34	2.83
8-L	1.96	2.48	2.46	2.98
8	2.26	2.85	2.84	3.43
9	2.71	3.42	3.40	4.11
10-L	2.51	3.17	3.15	3.81
10	3.23	4.08	4.06	4.90

Terms—2% cash discount if paid within 30 days. Approved credit.

Storm King and Safety Barn Door Rollers Up

London, Ont.

BARN DOOR ROLLERS. — Storm King and Safety Barn Door Rollers have been advanced in price, the new quotations at present being quoted at $14 per dozen. The present shortage of raw material and labor as well as the high rate of exchange is said to be affecting the cost of manufacturing commodities of steel or iron, and many lines of builders' hardware have recently been reported at new and higher prices.

Stillson Pattern Wrenches Are Now 45% Off List

London, Ont.

STILLSON PATTERN WRENCHES. —New and higher prices have been anannounced on Stillson pattern wrenches. The new discount is now being quoted at 45 per cent. off the list.

Stillson Wrenches Have New Prices

London, Ont.

STILLSON WRENCHES, genuine, have been recorded at an advance price, the present new discount being quoted at 40 per cent. off the list. This commodity is affected by practically the same factors as other iron or steel tools which have recently advanced, namely the high rate of exchange and advanced cost of raw material and labor.

Trimo Wrenches And Parts Selling Higher

London, Ont.

TRIMO WRENCHES AND PARTS.—Higher prices have been announced on these wrenches, the new discounts being 32½ per cent. off the list. This is said to be due to the ever advancing cost of raw materials and is said to be in line with many commodities whose basic materials is of iron or steel.

The high rate of exchange, also the slow movement of freight, is said to be a big factor for higher prices. Although the slow freight movements only affect the finished product indirectly, they have direct bearing on the cost of the raw material, it is stated.

Bull Rings Higher; New Prices Herewith

London, Ont.

BULL RINGS. — New and higher prices have been announced on bull rings. The new quotations are as follows:

Copper bull rings, regular 2½ in., $4 per doz.; regular 3 in., $4.50 per doz.; heavy 3/8 x 2½ in., $5.50 per doz.; standard self-piercing, 2½ in., $4.50 per doz.; heavy self-piercing, 2½ in., $6.50 per doz.

Refrigerator Prices Jump About 15%

London, Ont.

REFRIGERATORS. — In line with nearly all wood products, the refrigerators have advanced about 15 per cent. There are said to many factors in the case. Some have it that wood cutters in the bush are receiving almost double the wages and that handling and hauling also has increased in proportion. Manufacturers claim they have difficulty in procuring the selected lumber for manufacturing many wooden products.

Turpentine Has Been Advanced 20c Gallon

London, Ont.

TURPENTINE.—This week's report again shows a further advance of 20 cents per gal. on turpentine. One of the main factors for the higher prices is said to be the high rate of exchange. Deliveries are said to be coming slowly on account of the slow movement of freight. However, it is believed that this is not causing any great inconvenience as the demand at present is not of a heavy nature.

It would be hard to predict just what will be the conditions of future turpentine. In the belief of many it is liable to maintain a high price throughout the season.

Japan is said to have surpassed predictions as to her requirements and is said to have turned out to be a larger buyer, even more than was anticipated. The following are the present quotations:

TURPENTINE—
Barrel lots, $3.25 per gal.; 2 to 4-bbl. lots, $3.24; 5-gal. lots, $3.40.

Shellac 50c Per Gallon Over Former Prices

London, Ont.

SHELLAC.—As has been previously predicted by HARDWARE AND METAL, shellac has shown a further advance of 50 cents per gal. This is said to be due to the scarcity of shellac gum. Manufacturers claim the demand is ever increasing. Europe is said to be a large user, also Japan. It is hard to say exactly what the future will show for this commodity, however. No lower prices are looked for at present.

Linseed Oil Firm Price Unchanged

London, Ont.

LINSEED OIL continues to hold at a very firm price. Many are wondering what the position of this commodity will be in the near future. Usually at this time of the year lower prices are announced for spring business. This, however, is not the case this season and no immediate lower prices are looked for.

WINNIPEG MARKETS

WINNIPEG, Feb. 12—Many important changes are recorded, as a result of heavy activities in this week's markets. All changes show decided advance on previous prices. Chief among the lines involved are: Galvanized iron, sheet steel, fence wire, coppered spring wire, bright and anneated wire, shovels, spades, scoops, turpentine, cut belt lacing, fence staples, and plaster paris. Little can be said regarding the changes this week, for as will be seen, iron and steel again show distinctive predominance over other lines and the present state of these particular markets are too well known to make further comment necessary. It is stated, however, that great scarcity continues to exist, especially in iron and steel sheets. The present available supply in no way meets the demand and, if anything, the existing condition is getting decidedly worse than better, it is stated.

This state of affairs may continue, as no solution can be found at present to relieve the situation.

Galvanized Iron Shows A 10% Increase

Winnipeg.

GALVANIZED IRON. — Heavy increase again brings galvanized iron to the fore with a showing of 10 per cent. on previous prices. Changes in this commodity, however, have long since failed to raise comment, as the present state of this market is only too well-known and each new advance raises little more than passing interest. The new prices ruling are:

Galvanized Iron—16 g., $10.60; 18 g., $10.75; 20 g., $10.75; 22 g., $10.90; 24 g., $10.90; 26 g., $11.05; 28 g. x 30 inch, $11.35; 28 g. x 36 inch., $11.60; 10¾ oz. x 30 inch., $11.75; 10¾ oz. x 36 inch., $12.

Sheet Steel Takes a 6½% Stride Over Former Prices

Toronto.

SHEET STEEL has been advanced, the cause of which is said to be a general shortage. This scarcity still continues, which debars any hope being entertained of better immediate conditions prevailing. Prices are firm and indications point to further future advances. To-day's quotations are:

Sheet Steel.—10g., $8.00; 12g., $8.05; 14 g., $8.10; 16 g., $8.20; 18 g., 8.80; 20 g., $8.80; 22 g.., $8.85; 24 g., $8.85; 26 g., $8.90; 28 gal., $9.

Bright, Spring, Coppered Fence Wire; Increase

Winnipeg.

FENCE WIRE.—All wire of this character has for some time been scarce and as time advances is becoming more difficult to procure in satisfactory quantities. This fact alone is said to be one of the chief causes of advanced prices that have regularly occurred and present existing conditions point to still higher levels. The present prices ruling are:

FENCE WIRE—
Coiled spring—No. 9, $6.55; No. 12, $6.70 per 100 lbs.
Plain galvanized—No. 9, $6.50; No. 12, $6.65 per 100 lbs.

COPPERED SPRING WIRE—
No. 8, $9.00; No. 9, $9.00; No. 10, $9.05; No. 11, $9.10; No. 12, $9.15; No. 13, $9.25; No. 14, $9.35 per 100 lbs

BRIGHT MARKET—
Nos. 0-9, $6.40; No. 10, $6.46; No. 1, $6.52; No. 12, $6.60; No. 13, $6.70; No. 14, $6.80; No. 15, $6.95; No. 16, $7.10 per 100 lbs.

ANNEALED WIRE—
Nos. 0-9, $6.00; No. 10, $6.06; No. 11, $6.12; No. 12, $6.20; No. 13, $6.30; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

Shovels, Spades, Scoops Show Increase 5½%

Winnipeg.

SHOVELS, SPADES, SCOOPS—Little need be said as to the cause of the ad-

vance on this line of goods, as it is obvious that this market is one of the first that would be influenced by the iron and steel markets as they exist to-day. The wood required for the handles is also much higher in price and continues to rise, owing to present lumber conditions, and although this line is influenced by two very important markets, the new advances, it must be admitted, are not of a very high character. The latest prices are:

SHOVELS—

D. Handles, Rd. Pt.—Olds No. 2, $14.45; Jones, black No. 2, $17.00; polished, No. 3, $18.05; Garry, black, No. 2, $14.45; polished, No. 2, $14.45; Bulldog, black, No. 3, $17.00; polished, No. 3, $18.05.

D. Handle, Sq. Pt.—Olds, No. 2, $14.45; Jones, black, No. 2, $16.75; polished, No. 2, $17.75; Garry, black, No. 2, $14.45; polished No. 2, $14.45; Bulldog, black, No. 2, $16.75; polished, No. 2, $17.75 per doz.

Long Handles, Rd. Pt.—Olds, $14.45; Jones, $17.75; Garry, $14.45; Bulldog, $17.75 per doz.

Long Handles, Sq. Pt.—Olds, $14.45; Jones, $17.75; Garry, black, $14.45; polished, $14.45; Bulldog, $17.75 per doz.

SPADES—

D. Handles—Jones, $17.75; Olds, $14.45; Garry, black, $14.45; polished, $14.45; Bulldog, $17.75 per doz.

Long Handles — Olds, $14.45; Jones, $17.75; Garry, $14.45; Bulldog, $17.75 per doz.

SCOOPS—

Jones socket, No. 4, $21.00; No. 6, $21.55; No. 8, $22.05; No. 10, $22.60 per doz. Garry, No. 4, $19.55; No. 6, $20.05; No. 8, $20.60; No. 10, $21.10 per doz.

Linseed Oil Prices Still Firm, May Advance

Winnipeg.

LINSEED OIL quotations still continue firm, but by studying present indications, further advances, it would appear, are impending. The cause of this possibility is, it is believed, due to the small and unsatisfactory flax crop of last year. To-day's prices are:

Raw Linseed Oil, $2.75 per gallon. Boiled Linseed Oil, $2.78 per gallon.

Turpentine Up Again; 20c Rise On Old Prices

Winnipeg.

TURPENTINE prices have continued firm during the past week or so. A new bulletin shows, however, a further advance of 20 cents per gallon on old prices. It is difficult to predict how long this new price will rule owing to the changeable disposition of this line, but as has occurred in the past, higher prices are still anticipated. The new prices are:

Turpentine—Barr[illegible] $3.40; case of 2-5 gals., $35.20; case of [illegible], $17.70.

Cut Belt Lacing Advanced 14% On Old Lists

Winnipeg.

CUT BELT LACING.—Following the previous weeks' activities in leather, the market shows advance on cut belt lacing. The new increase is of a somewhat heavy nature, showing a clear 14 per cent. rise on previous lists.

This is not surprising, however, as this line is at present experiencing many changes and advances, due to the present leather shortage. Lace leather sides continue firm at present, but further advance may be looked for at any time, it is stated. The new prices ruling are:

Cut Belt Lacing—Tanned, $3; rawhide, $3 per lb. Lace Leather Sides—Tanned, $2.50; rawhide, $2.50 per lb.

Plaster Paris Higher Showing a 4% Increase

Winnipeg.

PLASTER PARIS again appears for correction in prices, after a fairly inactive period. The new prices show an advance of 4 per cent. on old prices. The new listings are:

Plaster Paris—F, $5.75; FF, $6; Dental, $6.75 per 100 lbs.

Fence Staples Up 5%; New Price Firm

Winnipeg.

FENCE STAPLES, like wire, are also affected by the week's markets, to the extent of a 5 per cent. increase on old prices. This line is largely controlled by the wire market and so this new advance is a natural reflection, following the general wire activities for the week. The new prices ruling are:

Fence Staples — Bright, Winnipeg, $6.50; Fort William, $6 per 100 lbs.; galvanized, Winnipeg, $7.40; Fort William, $6.90 per 100 lbs.

Wrought Iron and Steel Pipe May Advance

Winnipeg.

WROUGHT PIPES. — Important changes are anticipated at an early date on wrought iron pipe, although to what extent the change will be it has not yet been ascertained. The change when it does materialize, it is stated, will be an advance on present prices.

PITTSBURGH MARKETS

PITTSBURGH, Feb. 12.—Everything in the iron and steel market situation is made by one thing, the fact that there is a contest between two almost equally divided forces in the producing ranks, the two classes being respectively those who do not wish prices to advance and those who wish to secure the highest prices obtainable. All producers are in business for the purpose of making money, but those who object to advancing prices feel that they can see farther ahead than the others, and maintain that in the long run it would be to the pecuniary advantage of all producers if prices were not permitted to advance at this time. The precise mental attitude of those who favor price advances is not known. It may be that they think the added profits now would more than compensate for the losses later, if prices were largely advanced now, or they may have the opinion that the market is marked to go to smash at about the same time, whether or not prices are advanced.

The United States Steel Corporation adheres to its principle that steel prices should not be advanced above the March 21 or Industrial Board schedule, the 10 per cent. wage advance instituted by the corporation as of February 1 not affecting its position a particle. One large independent has pursued up to this date the definite policy that its prices should be the "January 1" prices, i.e., the prices ruling between the post-armistice reduction and the Industrial Board reduction. Another large independent, holding the same general idea, interprets it differently and holds that prices should be $7 a ton higher than those in general effect a few months ago. This means the same thing in most products, as the Industrial Board reductions were $7 a ton on all products except grooved skelp and wire products, in which the reductions were $5 a ton. Last summer all the independents advanced wire products $5 a ton. The second independent mentioned, therefore, regards $3.85 as the proper price for nails, which were $3.50 under the war control and were not reduced at all until the Industrial Board reduction of $5 a ton, this being taken off by the independents last summer. The first independent makes an exception of nails in its adherence to "January 1" prices.

The Steel Corporation and each of the independents mentioned has entered on books very considerable tonnages, for forward deliveries, at prices ruling at time of shipment. They wish to hold prices down, but they do not wish to throw money away if it will do no good.

The other independents occupy either of two positions. Some have not formally advanced prices, but will book no orders, simply promising their regular customers that they will take care of them as best they can, at such prices as they choose to set upon the tonnage when the time comes. Others are quoting higher and higher prices and selling outright such tonnages as buyers will take, all such business being for relatively early delivery, which now means second quarter, as there is practically no rolling space open this side of April 1st.

Thus while the market situation appears on the surface to be a very complicated one, it is readily understood when the governing forces are recognized. In ordinary times, the Steel Corporation has always been able to control the market against advances, though not always against declines. Now steel is so extremely scarce and some buyers are so ready to pay fancy prices, that it is a question whether the Steel Corporation with the assistance of the two large independents referred to above, will be able to control the market, even though their combined tonnage is well above 50 per cent. of the total. The thing will be decided by the relation between supply and requirements, the supply being insufficient now, but capable of a very considerable increase if operating conditions become normal.

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

156. **Asbestos.**—A London firm desire to secure supplies of Canadian asbestos, and ask for names of producers.

160. **Woodenware.**—A company in the east of England who are buyers of clothes-pegs, washboards, broomhandles, and other domestic woodenware, as well as of wooden toys, would be glad to hear from Canadian manufacturers in a position to fill orders.

162. **Chemicals, etc.**—A London firm are desirous of getting into touch with Canadian manufacturers of chemicals seeking an outlet for their supplies in the United Kingdom, Scandinavia and France. Immediate requirements are white and red leads and formaldehyde.

169. **Carpet Brooms.**—A Glasgow firm are open to accept an agency for carpet brooms.

171. **Wood-pulp Board.**—A Glasgow firm ask to be placed in touch with manufacturers of semi-waterproof wood-pulp board, for making oyster pails, etc.

173. **Locomotives, rails, barbed wire.**—An old-established British machinery house in Havana, Cuba, wishes immediate quotations from Canadian firms on the following: Locomotives, new and rebuilt; rails, 60 and 75-pound inspected, complete with splice bars and bolts; galvanized barbed wire, 6-inch, 12-gauge, 4 points to a barb.

175. **Dairy woodenware.**—A firm having offices in London, England, and in Canada, wish to get in touch with Canadian manufacturers of wooden boxes, spools, buttons and wooden articles for use in dairies, such as butter bowls and accessories.

177. **Stock feed.**—A member of a provision firm in Barbados wishes to represent a Canadian house for stock feed.

179. **Leather and Leather goods.**—A commission agent in Barbados would be glad to sell leather and leather goods for Canadian houses.

183. **Mixed fertilizers.**—A well-known commission house in Barbados would like a Canadian connection for mixed fertilizers.

194. **Brooms and brushes.**—A firm of manufacturers' representatives with good bank references in Barbados desire to secure an agency for brooms and brushes for the West Indies.

197. **Automobile parts and accessories.**—An automobile manufacturer and merchant in the north of England, who is visiting Canada in the spring, is prepared to consider the handling of Canadian automobile parts and accessories suitable to the requirements of the United Kingdom, and in the meantime would be glad to hear from Canadian manufacturers who would like to see him.

198. **Wooden handles.**—A company in the north of England would be glad to hear from Canadian manufacturers of wooden handles (broom, tool, implement, etc.), in a position to fill export orders.

204. **Tin plates, galvanized sheets, black iron sheets.**—A large importer in Patras, Greece, would like to secure the following supplies from Canada:

Tin plates of sizes 20 inches by 14 inches in a box containing 112 sheets and weighing 107 or 108 pounds net, or any other sizes the manufacturers make. Of sizes 28 inches by 20 inches in a box containing 56 sheets and weighing 107 to 108 pounds net, or any other sizes the manufacturers make. Of sizes 28 inches by 20 inches in a box containing 56 sheets and weighing 136 pounds, or any other sizes the manufacturers make.

Galvanized iron or steel sheets.—Plain, in sizes of 200 cm. by 100 cm., each sheet weighing 6½ by 6 kg. approximately; plain, in sizes of 180 cm. by 90 cm., each sheet weighing 6½-6-5½ by 5 kg. approximately.

Black iron sheets in sizes of 28-inch by 20-inch in a box, each containing 224 sheets and weighing 235 to 240 pounds.

Retail Prices of Garden Seeds Will be About Same as Last Year

Merchants May be Able to Buy at Better Quotations, Although There is a Likelihood of Some Advances Being Made

IN contrast with many other commodities this year, garden seeds will retail at about the same prices as last year, and in many varieties the merchant will be able to buy at lower figures although very few announce any change in the retail price. Some of the seedmen, when interviewed by HARDWARE AND METAL, stated that there were plenty of seed of the garden variety, although seeds such as clover, timothy, alsike, alfalfa, and sweet clover, etc., are higher in price, and may still advance to higher levels. There is said to be a quantity of European seed on the market at prices showing not much change from former quotations. The seed merchants claim they purchased their garden seeds a year ahead and bought cheaply last year, and state that they are prepared to retail them at reasonable prices.

WHITMAN & BARNES MFG. CO.

The Whitman & Barnes Mfg. Company of Akron, Ohio, Canadian branch, St. Catharines, Ont., has issued a large and very attractive calendar. The calendar section is designed for real service in that the figures are so large that they may be seen plainly across an office or the length of a store. The upper section, which is in colors, is strikingly arranged, and is devoted to the firm's products.

THE CANADA METAL CO., LTD.

The Canada Metal Co., Limited, Fraser Avenue, Toronto, has issued a thirty-nine page catalogue, bound in cloth, listing babbitt metals and also giving valuable information regarding scientific points in connection with bearing metals, causes of hot bearings and hints for pouring babbitt bearings. The catalogue is attractively printed and illustrated. Readers of HARDWARE AND METAL who desire copies may obtain same upon request.

D. F. JONES MFG. CO.

Catalogue No. 20, just issued by the D. F. Jones Mfg. Company, Limited, of Gananoque, Ontario, contains thirty-three pages, in which are listed the various shovels, scoops and spades made by the firm. The catalogue is splendidly printed and profusely and attractively illustrated throughout with half-tone electros. An interesting section is devoted to the processes of manufacture, these being illustrated by reproductions of actual photos. Readers of HARDWARE AD METAL who desire copies of the catalogue may obtain same upon request.

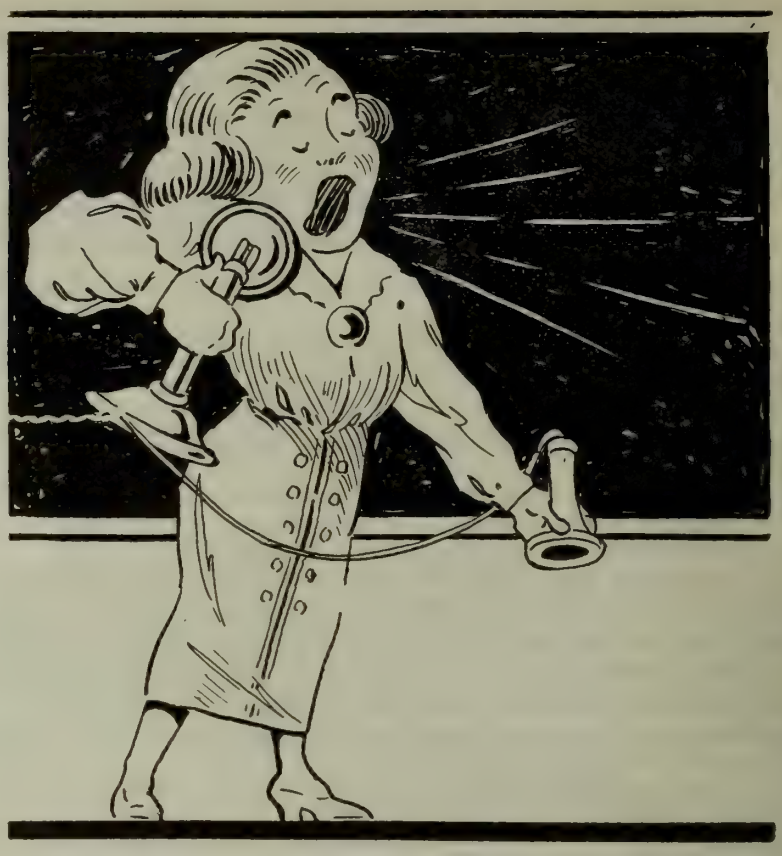
English Whiting Is Very Scarce

MONTREAL.—The present supplies of English whiting used in the manufacture of putty are very limited. A prominent Canadian manufacturer stated to HARDWARE AND METAL that their present supplies of this commodity were not more than 50 per cent. of normal. This is due to the short delivery from the chalk makers in England, where the supply from the cliffs is decreased, due to labor and other conditions.

In view of the fact that much of this commodity is used in the manufacture of kalsomine, the market is, and is likely to remain, very firm. This is not the heavy consumptive season for putty, but in view of the fact that kalsomine will soon move readily, the outlook on both putty and kalsomine is likely to be very firm, with probabilities of higher prices.

The Comedy of Sales

Little Inattentions and Neglect of the Legitimate Complaints Made by Customers May Mean Serious Loss



Mrs. Wad is annoyed, and will let everybody know about it.

Time: Any day.
Place: Paint section in any Hardware Store.

Ting-a-ling, goes the telephone!

Bertha the bookkeeper: "Yes, this is Loosem's Hardware Emporium."

Voice at other end of 'phone: "This is Mrs. Wad."

Bertha: "Yes, what is it?"

Mrs. W: "I just opened one of the gallons of paint I received from you this morning, which should have been blue, and find it is dark green. Can you send someone up to exchange it?"

Bertha: "Just a moment, I will find out."

Bertha lops over the door of the cashier's cage and calls out: "Oh, Wallie, you sent the wrong goods up to Mrs. Wad. Now she wants you to come out and get it. How about it?" (Thus advertising the error to all those within earshot.)

Wallie: "Can't send now—busy," and Wallie proceeds to talk with another customer.

Bertha returns, takes up the receiver and deals Mrs. Wad a sales-killing blow as follows:

"Can't do anything for you just now. Everybody's busy around here."

Mrs. Wad explains that there are painters at work and that she dislikes to have them lose time, etc., also that she is trying to get her work done anticipating the arrival of guests.

Bertha: "I can't help it, nothing I can do. You know I am only the bookkeeper."

Mrs. Wad is naturally indignant, sighs and hangs up the receiver, while Bertha returns to her columns of figures, with the intelligent slam—'My word, she's the limit."

Now Mrs. Wad's business is lost, and it will take a lot of time and hard work to get her back on the books. She not only was a good buyer herself but influenced others in that direction. Sales are lost of paint, and *other goods* in the general hardware store as well. It would have paid even to have *hired* someone to run out and exchange that gallon of green paint, and incidentally the account would have been saved.

One of the worst features about cases like that of Mrs. Wad is that she does not keep the matter to herself. To every one of her friends for days, and perhaps weeks, she will recount the annoyance she was put to and her friends will often tell others.

Weeks after perhaps somebody will be planning to go down to Loosem's store and buy something and Mrs. Wad, or one of those to whom she has told the story, will at once advise them against the purchase and again recount what happened.

From the proprietor's standpoint he is often unfortunately ignorant of what is going on and may not hear of it for a long time afterwards, and then perhaps only by a mere chance.

There is an old and very true saying that it is the little things that count and nowhere is it more true than in store service. More business can be lost by neglect of small, but from the customer's standpoint very important, matters than can be gained by attention to a score of the ordinary business details.

Time to touch up the weather-beaten country home

As the sombre hues of winter disappear and give way to Nature's gorgeous tints of spring-time splendour, man's thoughts naturally turn to ways and means of enhancing the appearance of his dwelling place. The greatest factor in the accomplishment of this result is **Paint.**

Moore's Paint, mixed with a small amount of energy, will transform the most unsightly building into a thing of beauty and a pleasure to behold. That's why the **Hardware Dealer** everywhere is making such a success of his **Moore's Paint agency.**

The certainty of pleasing results so surely productive of customer's satisfaction forms such a characteristic of **Moore's Paints** that it has enabled the dealer to build up a profitable prestige for his store.

The same success is awaiting you. Write us for our attractive agency plan.

Benjamin Moore & Co., Limited

West Toronto
Ontario

Early Paint Orders Promise Big Season

Domestic Business is Breaking Records, Says John Irwin, Vice-President McArthur-Irwin, Limited—Spring Bookings Will be Filled—Exports Are Heavy

"I NEVER saw anything like it. Orders are pouring in and the outlook is excellent. The demands for paints and other lines are very heavy, and there is better business than ever."

This statement of John Irwin, vice-president and managing director McArthur, Irwin, Limited, Montreal, sums up his view on the present condition of the paint trade, and to HARDWARE AND METAL Mr. Irwin stated his unbounded enthusiasm regarding the outlook. For not only are orders coming in constantly from the retail trade, but from paint houses in all parts of the country, and from Western Canada in particular, demands are increasing. All this makes for a greatly-increased activity on the part of the manufacturer, who, although confronted with difficulties that have existed for a long while, has, in addition, had to face new developments of an unwelcome nature, such as shortage of some basic materials.

Will Get Supply

"Will those who have booked orders get their requirements?" asked HARDWARE AND METAL.

"Yes, deliveries will be made, and the trade will get their stock. Difficulties and tendencies, which I pointed out some time ago, have materialized, but the manufacturer will be able to take care of the trade very well, in spite of these drawbacks.

MR. JOHN IRWIN

"In addition to the domestic trade being supplied," continued Mr. Irwin, "a very large business of an export nature is being done on white lead, both ground in oil and dry. The demands come from many foreign countries, from South America, New Zealand, etc. And if it could be supplied, much more lead would be sold. We have recently taken an order for a thousand tons, and dry white lead, in addition, would be bought if it could be supplied.

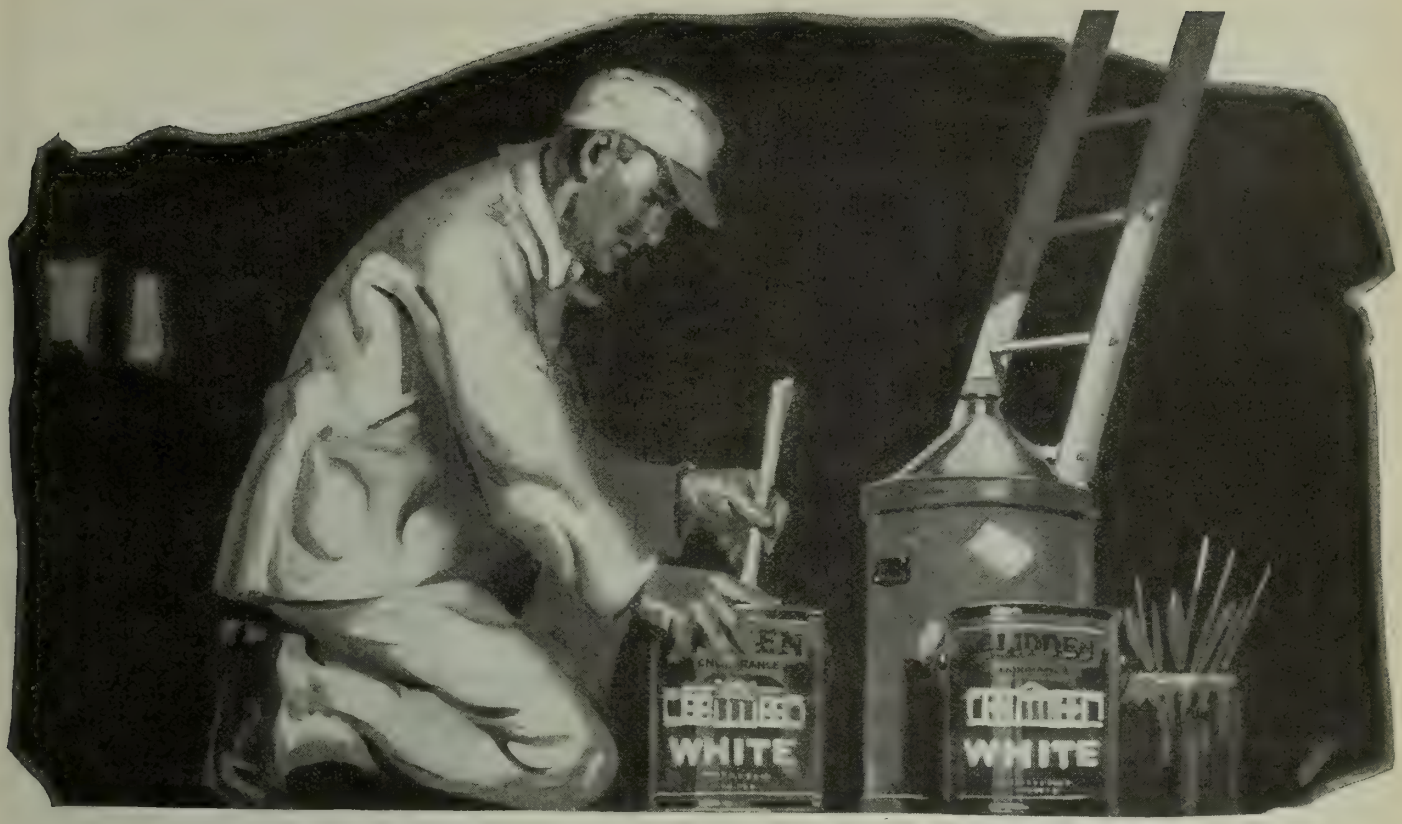
Big Insecticide Trade

"A very heavy insecticide trade is being done. Orders for Paris green, etc., are very large this year, and immense quantities of this are already being booked.

"The demand for dry colors is heavy this year. Even at prices around 65c per pound for some of the 'drys,' very large quantities are being ordered. Some of the blues are getting very scarce and cannot be supplied. The market on these is strong, and prices are bound to be high."

In referring to the exchange situation, Mr. Irwin said that this was a serious enough problem, and particularly as many of the raw materials have to be imported. Some of the United States firms have, however, arranged banking facilities here in order that their Canadian customers may make settlements in Canadian funds.

Moving the paint and varnish department up to the front and keeping the stock well displayed where everyone who comes in can see it is one way of increasing sales. Note the free use made of display cards and advertising matter in this paint department. This all helps to liven things up and arouse the interest of prospective buyers.



Results Insured

There's a sureness about the Glidden result that will cement your relationship with the painter and make the owner a steady customer for you both.

The results are insured by a policy of paint making that builds up the right quality first and then maintains that quality in every package.

Why should you or the painter run risks when you can get a sure Glidden product for every kind of painting in demand. Glidden "everywhere on everything" solves the problem for *everyone*

Write to-day for our complete plan with prices and selling data.

There's no obligation.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario

Branches: Montreal and Winnipeg

Brandram-Henderson, Ltd., Acquire Pacific White Lead Company

BRANDRAM-HENDERSON, Limited, Montreal, have purchased an interest in the Pacific White Lead Company, Limited, of Vancouver and Montreal. These people are corroders of white lead and grinders of white lead paint, manufacturing being done at the Vancouver plant. The direction of sales policy, both in the domestic markets and in an export way, will be directed by the Brandram - Henderson Company.

HARDWARE AND METAL understands that this company has been doing a considerable export business with Australasia and other parts of the Far East. They also have been supplying the B. C. markets with material, and it is understood that the Western territory will still be supplied with certain quantities of the corroded product.

Importers See Firm Markets Ahead for Shellac and Varnish Gum

Quotations in London, England, Are Now Above the Prices Which Prevailed During the War—Quotations Have Been Changing Frequently

ACCORDING to importers of shellac the foreign market is advancing on reports of shortages in the trade and inadequate supplies in the primary markets. There are some considerable amounts of shellac coming to this country, but they do not appear in the trade as they go immediately on contracts. Prices are very firm and quotations are for immediate acceptance with users covering their requirements by orders extending to September deliveries. The London market is now above the prices which prevailed during the war. Quotations are changed frequently in the London and Calcutta market, but always of late towards higher figures.

The situation continues unaltered and prices are as strong as ever. Dealers say that to offer any idea of a relief through new supplies under another season would be misleading if the demand is to continue at its present proportions. The only thing that has saved the varnish trade has been the improvement of substitutes so that compounds of a rosin base with some of the Oriental oils have taken the place of the older varnishes from the gums that are now so scarce as to be unequal to the demand that remains. There are always some uses for which no substitute exactly fills the bill of the original article.

S. C. Johnson & Co. To Locate At Brantford

Brantford, Ont., has been selected as the location for the Canadian branch plant of S. C. Johnston & Co., of Racine, Wisconsin, mention of which was made in the previous issue of HARDWARE AND METAL. A new factory which will employ 100 people will be erected shortly for the manufacture of floor wax, and other products manufactured by the firm. Mr. J. Collier, representing the firm, was in Brantford during the week and completed negotiations.

Greater Campaign For Save the Surface

MONTREAL.—A meeting of the Save the Surface Campaign Committee section of the Canadian Paint, Oil and Varnish Association was held in Montreal on Tuesday. Among matters considered were those of a co-operative Maritime campaign to popularize the use of paint. An advertising program for 1920 was also considered, and it is understood that some very fine copy used in the United States will be adopted by the Canadian committee. It is also understood that the efforts of last year will be supplemented by even greater efforts during the present season to increase the demand for prepared paint and specialties of all kinds.

Linseed Oil Outlook It Not Improving

MONTREAL.—A few weeks ago it was pointed out that the later months of the winter and the approach of early spring would probably bring the desired improvement in supplies of linseed oil and also in the market price thereof. This does not seem to be developing at the present time, and is due in large measure to the very limited delivery of flax seed from the West. Crushers have covered themselves on supplies of seed ample for the covering of booked orders. At the same time they state that they are not able just now to get delivery of the seed which they have bought, and until they do there is very little prospect of lower prices. The tendencies are decidedly firm and oil to-day is claimed to be worth around $2.60 by one of the leading Canadian crushers.

In view of the apparent imminence of a railway strike in the United States, difficulty will be added to difficulty should this transpire.

Glidden Company Enters New Field

The Glidden Co. have taken a new step toward the control of raw materials in leasing the plants of the bankrupt Yaryan Rosin & Turpentine Co. for one year with an option to purchase at the expiration of the lease at a figure said to be about $2,000,000. The plants at Gulfport and Brunswick are covered in the lease. The Yaryan Company has been operating under a receiver and turning a profit said to be approximately $100,000 per month. It is understood that the capacity of the plants will be doubled and that linseed oil will be added to the products manufactured.

Elting is President Heath & Milligan Co.

Howard Elting, former secretary of the Adams & Elting Company, Chicago, has been elected president of the Heath & Milligan Manufacturing Co., it is announced by President Joyce of the Glidden Company.

Since the merger of the Adams & Elting Company mentioned in a previous issue of HARDWARE AND METAL, with the Glidden Company, there have been many rumors that Mr. Elting was to take a prominent executive position in the personnel of the Glidden Company. He is a former president of the National Paint, Oil and Varnish Association.

New High Records For Crude Petroleum

New York.—The enormous demand for high-grade crude oil is evinced in an advance of 25 cents per barrel for Pennsylvania to the record price of $5.50, the highest paid since January, 1869. Independents at Oil City and Franklin are reported bidding $6 per barrel. Prices for other grades of crude oil in the Eastern district were not changed. Gasoline and kerosene for export and local consumption are very strong, but unchanged. Fuel oils and lubricants are very tight, and prices for the latter soaring. Quotations for petroleum products are largely nominal in nature.

BUILDING AN ADDITION

St. John, N.B.—Contracts have been signed on February 6 for the erection and equipping of an addition to the girls' residence of T. S. Simms & Co., Ltd., brush manufacturers. The addition, when completed, will accommodate about thirty girls, having twenty-four sleeping rooms.

A tennis court is also being planned.

What is the Life of a Paint Brush?

Generally it depends on the usage it gets and the preparations in which it is used.

TRADE SIMMS SET IN RUBBER MARK

Paint Brushes

can be used in any paint, oil or varnish preparation, kalsomine, glue, paint removers, etc., and yet live longer than the ordinary brush that is used in only one kind of paint.

The SIMMS brush lives until its bristles are worn down to the handle, and it gives excellent service all the time, under all conditions.

The painter's trade will come your way if you handle SIMMS Set-In-Rubber Paint Brushes.

Our other lines are also winners.

Brooms	**Stove Brushes**
Whisk Brooms	**Lather Brushes**
Shoe Brushes	**Scrubbing Brushes**

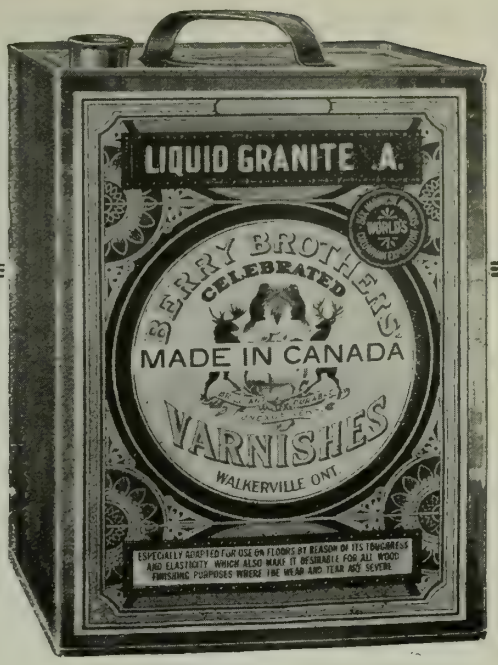
For prices, etc., write our nearest branch.

T. S. SIMMS & CO.

Makers of Better Brushes and Better Brooms for 54 Years

Head Office: St. John, N. B.

MONTREAL TORONTO LONDON



Liquid Granite

is one of the unique group of finishes that includes Luxeberry White Enamel, Luxeberry Wood Finish, Berrycraft Stain Finish, Luxeberry Spar Varnish, etc. These finishes have made the name of Berry Brothers a household word among architects, painters and home builders. This is why all "Berry" products are so safe to recommend and easy to sell.

Partial List of Distributors of Berry Brothers' Products:

Hunter-Henderson Paint Co., Ltd.,	Vancouver, B.C.
Wood-Vallance Hardware Co., Ltd.,	Nelson, B.C.
Frank A Gillies Co. - -	Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd.,	Port Arthur, Ont.
Whites, Ltd. - -	Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. -	Toronto, Ont.
A. M. Bell & Co., Ltd. - -	Halifax, N.S.
Lariviere, Inc. - - -	Montreal, Que.
L. H. Gaudry & Co. - -	Quebec, P.Q.
Wood, Vallance, Ltd. - -	Winnipeg, Man.
Wood, Vallance & Adams, Ltd,	Calgary, Alta.
Revillon Wholesale, Ltd. -	Edmonton, Alta.
Townsend Paint Mfg. Co. -	Montreal, Que.

BERRY BROTHERS INC

World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, February 12.—Advances of the week in paint markets are made on turpentine, colors in oil and colors in Japan. The latter are advanced on some lines around 2 cents a pound, while others are marked up more. The tendencies are strong on dry colors and these may be moved higher. Linseed oil is a trifle lower than the markets outlined last week, but the situation is likely to be strong for some time and the low prices anticipated in some quarters awhile ago are not likely to materialize unless some new phase develops. White lead in oil is steadily held without change, and there is no probability of decreases in price. The heavy bookings of past weeks have absorbed immense quantities. Whiting supplies are scarce, and this is bound to be instrumental in keeping the putty basis fully maintained.

A very stiff advance is made in the price of shellacs, the market on both orange and white being $1.05 to $1.15 per gallon higher.

Linseed Oil is Not Due For Slump

Montreal.

LINSEED OIL.—While crushers have seed secured to fill contracts that are already in hand, delivery of this seed is difficult to secure. This is a result of seasonable congestion of traffic on the railways, who always give preference to food grains. "We are not looking, now, for the lower-priced oil that was expected to be available in March and April," said a crusher to HARDWARE AND METAL this week. "Oil is really worth $2.60 per gallon at the present time, and there is no improvement in sight." Prices are ranging around $2.50 per gallon on raw.

	Imp. Gal.
Raw—	
1 to 2 barrels	2 50
3 to 4 barrels	....
Boiled—	
1 to 2 barrels	2 52½ 2 53
3 to 4 barrels	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Turpentine Advances Very Materially

Montreal.

TURPENTINE.—A stiff advance of from 25 to 35 cents per gallon has been made on turpentine. This follows partly the stiff advances made on the rate of exchange, and there is not much immediate prospect of a lower level obtaining. Some feel that the tendencies will soon be lower, but in the meantime the higher prices, which range well above the $3 mark, will continue to rule. Rosin is holding high, "G" being quoted at $25.50 per cask.

Turpentine—	Imp. Gal.
Single barrels	3 10 3 15 3 25
Small lots	.... 3 32

(Packages extra.)

Putty Unchanged But Raw Material Scarce

Montreal.

PUTTY.—Prices are ruling here without change on putty, but the interesting feature is that of the scarcity prevailing on raw material. English whiting is as scarce as ever and a manufacturer and jobber stated the supplies here to be but 50 per cent. of normal. With a big demand likely to develop soon for kalsomines, which absorb much of this basic raw material, there is unlikely to be any easiness in the putty market. Tendencies will, in view of the high prices on linseed oil, be decidedly of a firming character.

	5 ton	1 ton	Quanty.
Bulk, in barrels	5 50	$5 75	$6 10
Do., ½ barrels	5 65	5 90	6 80
Do., 100 lbs.	6 30	6 60	6 95
Do., 25 lbs.	6 60	6 85	7 20
Do., 12½ lbs.	6 85	7 10	7 45
3 and 5 lb. tins	8 60	8 85	9 30
1 and 3 lb. tins	9 10	9 35	10 70
Do., in 100 lb. cases	7 65	7 90	8 25

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs advance on above prices.

Terms—2%. 15 days, net 60

Colors in Japan and Oil Are Higher

Montreal.

COLORS IN OIL AND JAPAN.—Prices have advanced on colors in Japan and colors in oil. The increase is not uniform, but many of the increases average around 2 cents a pound, while others are more. List prices issued by the jobber are subject, in some instances, to 50 per cent. from the printed new list. The increase is largely due to an advancing dry color market, the demand for blues and greens, as well as for other colors, having been heavy.

Light Bookings Now White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—While the present bookings are limited for white lead in oil the delivery of orders already placed is very active. The domestic and export demand has been very heavy, resulting in plants working night and day, in some instances, to overtake the booked orders. The pig lead situation is decidedly strong and manufacturers seem to have pretty well reduced their accumulated stocks. Some felt that the peak of prices had been reached awhile ago, but advances have since occurred. The present prices obtaining are: Five-ton lots, per 100 lbs., $17.50; 1-ton lots, $18, and smaller lots, $18.35.

Immense Business Done on Paints; Specialties

Montreal.

PREPARED PAINTS, SPECIALTIES.—An exceedingly heavy business is stated to have been transacted for paints and specialties during the month of January. Records have been broken and the business done has taxed the capacities of the various manufacturers. The placed orders, HARDWARE AND METAL understands, wil be shipped out all right, but for the immediate future it is a question of getting raw materials in the requisite quantities. Prices are tending to hold firmly, with quite a decidedly firm undertone.

Insecticides Stronger; Might be Advanced

Montreal.

INSECTICIDES.—If 1919 was a big selling season for insecticides, that for 1920 promises to be a greater. The demand is already taxing the capacity of the manufacturers, HARDWARE AND METAL is informed, and the price undertone is strong. There is some probability that prices will be advanced beyond the levels recently announced, for greens are scarce and are higher in price.

Stiff Advance is Made For Shellacs

Montreal.

SHELLACS.—A very marked advance is applied this week to shellacs. The increase on gallon lots, in jugs, runs from $1.05 to $1.15 per gallon, and the present price on orange, in barrels, is $9 per gallon, and on white, $9.75. The usual differential of 30 to 40 cents per gallon applies for gallon lots in jugs. Even at these seemingly high prices, it is stated that the price in the States is materially higher.

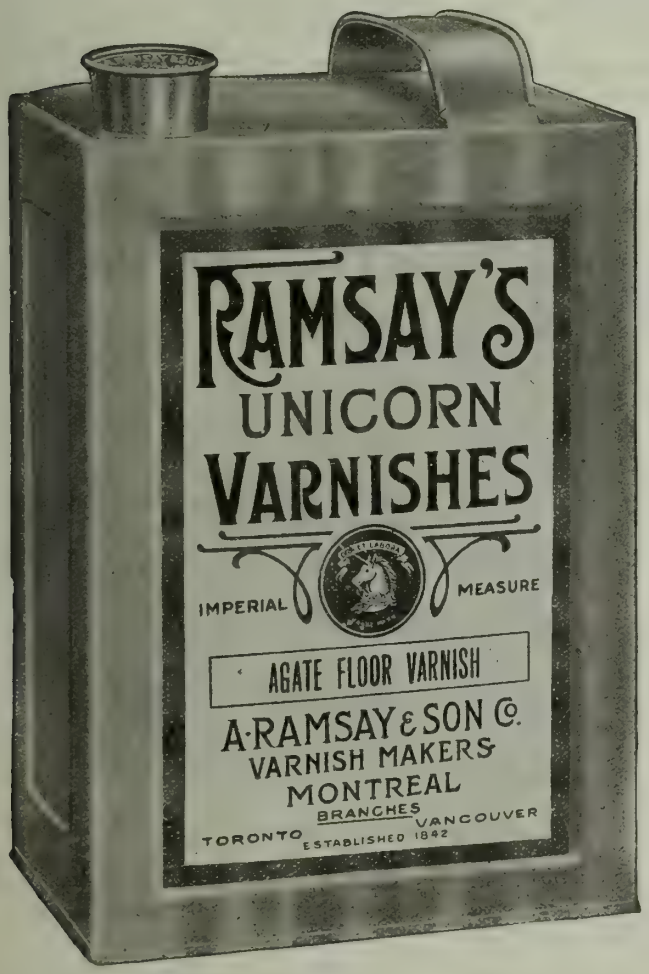
Too Late for Classification

POSITION WANTED

CAPABLE HARDWARE MAN WOULD LIKE to hear from manufacturer or wholesale hardware firm desiring traveller covering central and Eastern Ontario. Box 315, Hardware and Metal.

Ramsay's Varnishes

Agate Floor Varnish
Universal Varnish
Varnish Stains
Stove Pipe Varnish



Spring is near at hand! And every reliable source of information yields proof of its being a season of building activity surpassing all records. Have you delayed ordering Spring stock of Ramsay's? This is the surest case of "delays are dangerous" that you ever encountered.

Ramsay Varnish is a first thought, not only for the thousands of new buildings going up on the $75,030,-999 of Building Permits issued in the Dominion, but in the great general overhauling and Spring Cleaning of established homes.

In taking advantage of this situation there is no Varnish like Ramsay's to assure the dealer of *holding* the great expansion of trade he will experience this Spring.

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 77 years
"The Right Paint to Paint Right"

Toronto **MONTREAL** **Vancouver**

Distributors

EDMONTON DISTRICT:
Revillon Wholesale Limited, Edmonton

CALGARY DISTRICT:
The McDonald Baker Co., 818 8th Ave. W., Calgary

NOVA SCOTIA:
Jas. Simmonds, Limited, Halifax, N.S.

TORONTO

TORONTO, Feb. 12.—Important advances have been recorded in some lines of the paint and glass department. Colors in oil and Japan have advanced about 2 cents per gallon. Glass has advanced 5 per cent. Shellac is also 50 cents per gallon higher. Turpentine is reported scarce. Linseed oil continues to sell at a high figure. Prepared paint is moving well and white lead in oil and putty continue to hold firm. Business is reported brisk and many state that there was hardly ever a bigger demand for paint and kindred lines.

Colors in Oil and Japan Have Advanced 2c Lb.

Toronto.

COLORS IN OIL AND JAPAN.—Higher prices have been announced on colors. The advance in many cases is about 2 cents per pound, although manufacturers state the advance is not uniform and that different colors have been marked up more on basis of cost. The new prices are as per current paint quotation page.

White Lead in Oil Continues Firm

Toronto.

WHITE LEAD IN OIL continues to hold at a firm price. Although indications point to higher prices no change has yet been noted. Very heavy bookings are reported and a good volume is said to be moving.

Ready Prepared Paint Firm; Price Unchanged

Toronto.

READY PREPARED PAINT continues to hold at a firm price. The demand is said to be very brisk and spring orders going out in large volume. Notwithstanding the high prices the business continues seasonably brisk. No advances are immediately expected although many would not be surprised to see an advance in the near future.

Shellac Goes Up a Further 50c Gallon

Toronto

SHELLAC.—An advance of 50 cents per gallon has been announced on shellac prices. This has been predicted by HARDWARE AND METAL and is said to be due to the shortage of gum. The white shellac is now quoted at from $8.75 to $9.75 per gallon, while orange is quoted at from $8 to $9 per gallon.

Putty Prices Firm; Remain Unchanged

Toronto.

PUTTY continues to hold at a firm price. The demand, although seasonable, is said to have somewhat slackened. Notwithstanding the high price of linseed oil, whiting, etc., putty prices remain unchanged. The following are the present quotations:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 85	$6 10	$6 45
Do., 100 lb. iron	6 70	6 95	7 30
Do., 25-lb. iron	6 95	7 20	7 55
Do., 12½-lb. irons	6 70	7 45	7 80
Bladder, in barrels	7 60	7 85	8 20

Turpentine Scarce; Remains Unchanged

Toronto.

TURPENTINE is reported very scarce. Jobbers state that their reports from the South show low receipts from the distillers; this, with present low stock, means a scarcity, which would be serious, it is believed, if the European demand should increase. The following are the present quotations:

Turpentine—	Per Imp. Gal.
1 barrel lots	3 25
2 to 4 barrel lots	3 24
5 gal. lots	3 40

Window Glass Has Been Advanced 5%

Toronto.

WINDOW GLASS has been advanced approximately 5 per cent. The scarcity to some extent in star or single diamond glass has been overcome and some jobbers report better stocks, although they claim that double diamond is still scarce. The demand is said to be a heavy one.

Linseed Oil Firm; Some English Oil Coming

Toronto.

LINSEED OIL continues to sell at a high figure, although the present quotation shows no change. Some English oil has appeared on the market though this has not effected any decline as the quantity has been limited, it is stated. The following are the present quotations:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 57	2 70
3 to 5 barrels, gal.	2 56	....
10 barrels and over	2 54	....
	Boiled	
1 to 2 barrels, gal.	2 60	2 73
3 to 5 barrels, gal.	2 59	....
10 barrels and over	2 57	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal higher than single barrel price.

Entire Federal Appropriation for Housing Likely to be Taken Up During the Year

OTTAWA.—Housing acts, adopting the Federal project for which $25,000,000 was set aside on Feb. 20th, 1919, have either been passed or are being prepared in each of the nine provinces, according to Mr. Thomas Adams, town planning adviser to the Commission of Conservation, who has the Federal scheme in hand. There has been delay in two of the provinces, but it is expected that legislation will also be adopted in these.

According to information reaching Ottawa, British Columbia and Ontario have made most progress in housing development. About 1,400 houses have been erected or are in course of construction in Ontario, and some 90 municipal schemes have been prepared or are under consideration. It is estimated that between 4,000 and 5,000 houses will be erected this year in Ontario if money is available.

The amount actually borrowed by the provinces and the estimates now available, indicate that the whole of the Federal appropriation of $25,000,000 will be taken up during the present year. In addition to this amount for housing, the Ontario Government provided $2,000,000, and there are prospects of further sums from other provinces.

In British Columbia records show 50 houses built and occupied, 90 under construction and 249 expected to be built this year. Of an allotment of $1,107,150 there has been advanced to date the sum of $388,300 in British Columbia.

MANUFACTURERS ELECT OFFICERS

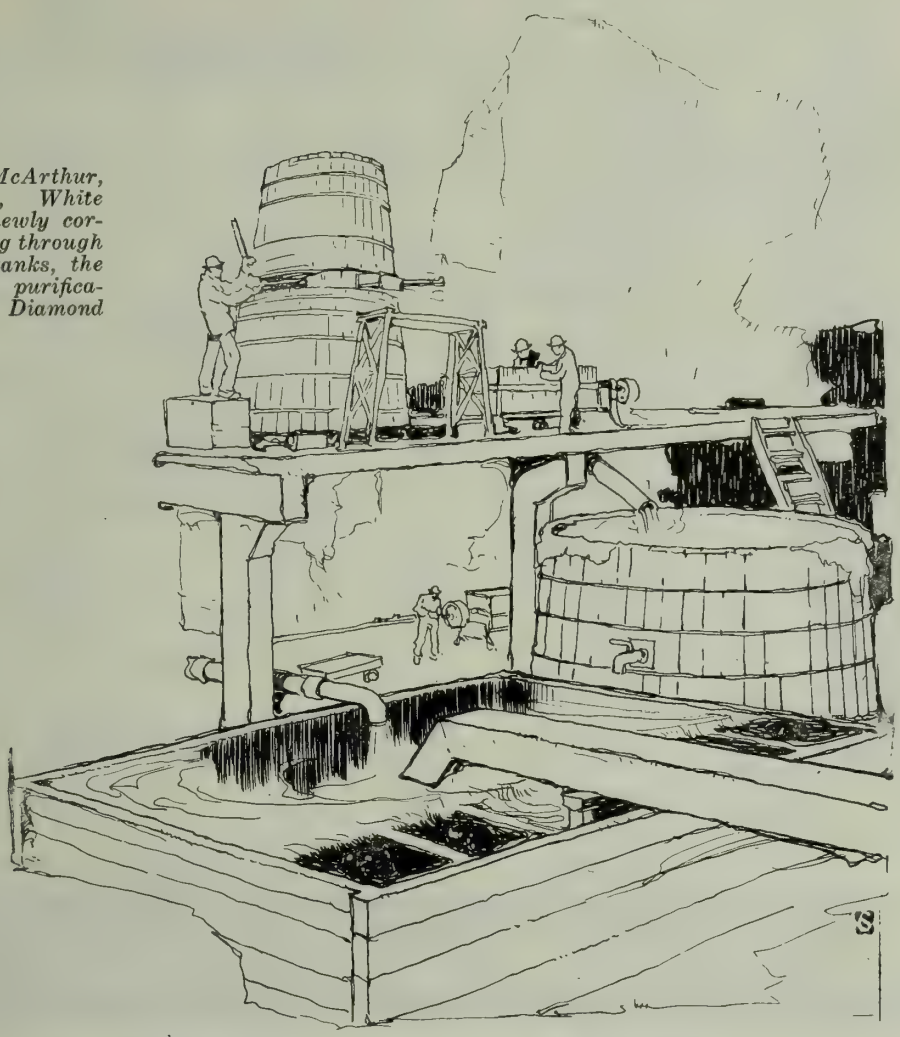
At the annual meeting of the Canadian Association of British Manufacturers, held in Montreal last week, officers were elected for the year 1920 as follows: President, H. W. Weller; vice-president, F. J. Speitman; members of the executive, A. J. Drury, W. T. Evans, F. H. Scott, J. C. Farmer, H. Ritchie, H. W. Smyth and C. Hampton.

Those from outside points attending the annual meeting were J. Wilson and C. A. Marshall, president and vice-president respectively of the Toronto branch. There were also in attendance F. W. Field and W. S. Ballantyne, representing the Toronto and Montreal branches of the British Trade Commission.

The object of this association is for the furthering of British trade to co-operation. A resolution to this effect was drawn up last April by a committee and this was adopted later in the year One of the proposals of the Association is to keep in close contact with the Minister of Finance relative to consideration of the British preference on various items, including steel, paint with a spirit base, alloys and other commodities.

It was pointed out that the Federation of British Industries, the largest industrial organization in Great Britain, has consented to act as London correspondent for the Canadian Association. The Department of Overseas Trade of the British Government is also interested in the development of this association.

In the new McArthur, Irwin, Limited, White Lead Factory—newly corroded lead passing through the huge filter tanks, the first step in the purification of Crown Diamond White Lead.



CROWN DIAMOND WHITE LEAD

A pure, beautiful white of silky smoothness, free from moisture.

Admittedly the finest white pigment produced in Canada, being even better than the English product which has always been considered the highest standard.

Our new and greatly improved process of corroding *guarantees* a white lead of *uniform* quality. In our modern factory absolute control is maintained throughout and nothing is left to chance.

Backed by the reputation of an old-established firm, Crown Diamond is the best white lead proposition on the Canadian market.

1, 2, 5, 12½, 25, 50 and 100-lb. irons and drums.

McARTHUR, IRWIN, LIMITED

Established 1842 MONTREAL

VISIT OUR DISPLAY AT HAMILTON---February 17-18-19-20

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Ammunition, in cases. Discount 30/10/20%.

Terms—Metallics and shot shells, 60 days net, 2% 30 days. All goods f.o.b. factory.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $6; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless, $72.25 per M; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.

AXES

Single Bits, doz.	$15 50	$16 50
Hunters' Axes	12 00	13 00
Boys' Axes	13 00	14 00
Double Bit	21 50	22 50

On weights heavier than base s to to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 2, doz.	20 00
No. 3, doz.	22 50
No. 4, doz.	24 50

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B Montreal, Toronto

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 0%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21 00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, 5%.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, net.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 10	$9 10
1—18 x 24	10 25	9 80
2—18 x 28	11 50	11 50
3—20 x 30	13 25	12 50

BOARDS, IRONING

	Dozen
No. 1, Daisy	$27 60
No. 10, Daisy	32 00
No. 31,	11 00
No. 33	17 00
No. 35	33 00
No. 36	37 00
Perfection	34 50

BOARDS, SKIRT—

No. 11, doz.	12 60

BOARDS, SLEEVE—

No. 3 dozen	$ 6 00

BOARDS (Wash) Zinc

	Doz.
Baby Globe	$2 50
Beaver (brass)	7 75
Canada Glass	6 60
Competition Globe (metal)	4 25
Diamond King (glass)	7 00
Enamel Queen	8 50
Glass Globe	7 00
Improved Globe	5 40
Jubilee	6 05
Neptune	5 15
Newmarket King	6 05
Original Globe	5 90
Pony	2 60
Royal Globe	5 40
Solid Back Globe	5 90
Standard Globe	5 15
Surprise	3 50
Supreme Zinc	5 15
Western King (enamel)	8 50

F.O.B. Newmarket.

BOILERS (Range)

30-gal., extra heavy	$14 00
30-gal., standard	12 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 20%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 10%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 5%.
Elevator Bolts, large head, 5%. corrugated head, 40%.
Fancy Head Bolts, 5%.
Shaft Bolts ($3 list), 5%.
Step Bolts, large head ($8 list), 5%.
Whiffletree Bolts, 5%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list, $2.00.
Stove Bolts, 55%. Tire Bolts, 40%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 37
Rods, base ½ to 1 in., round	0 35
Tubing, seamless, base	0 43

F.O.B. Montreal and Toronto.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 5%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

	Dozen
Step ladder	$33 00
Step ladder stools	18 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80. No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $24.50. No. 1, $30.60; No. 2, $36.75; No. 3 $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3 $13; No. 4, $17; No. 5, $20.

Discount of 10% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Discount of 7½% f.o.b. Montreal, Ottawa, Kingston.

Discount of 5% f.o.b. St. John, N.B.

CLOCKS—ALARM—

Big Ben	$3 75

F.O.B. Montreal, Toronto, Hamilton.

Good Morning, each	1 60
Lookout	2 00
Sleepmeter	2 15

Hamilton

CLOTHES BARS AND DRIERS

	Per Doz.
Leader Clothes Dryers	$10 85
Clothes Bars, Nos. 1 and 3	11 00
No. 2	13 80
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSES, Etc.

	Folding	Extension
4 ft.	$ 9 75	$19 50
5 ft.	12 25	24 50
6 ft.	15 00	30 00

CLOTHES LINES (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$21.50	
¼ in.	18.90	
5-16 in.	16.25	$15.75
⅜ in.	11.40	14.05
7-16 in.	11.15	13.80
½ in.	10.70	13.60
⅝ in.	11.00	13.20
¾ in.	10.20	12.60
⅞ in.	9.95	12.35
1 in.	9.70	12.25

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$18.95	.....
3-16 in.	18.00	$22.75
¼ in.	16.50	19.50
5-16 in.	13.80	15.70
⅜ in.	10.80	....
7-16 in.	10.20	.....
½ and ⅝ in.	9.95	.....

F.O.B. Toronto, Montreal.

Cow ties, net list; trace chains, list; **dog chains, 12½%; halter chains,** 12½%; tie-out chains, 20%; stall fixtures, No. 1, or **or heavy, $2 dozen; stamped, No. 3** or Dominion, $1.75 doz. net; breast **chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.**

COMBS—CURRY—

	Doz.
No. 111	$1 65
No. 121	2 10
No. 127	2 40

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 41	0 39
Soft sheets, base 16 oz. and heavier	0 42	0 40
Tubing, lb.	0 46	0 45

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	98
No. 7, lb.	97
Nos. 8, 9, 10, 12	96

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.	$34 80
2 ft. 10 in., doz.	35.40
3 ft. x 7, doz.	36.60

F.o.b. Toronto.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank.

List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2 1[illegible]

35 Years

Giving excellent value in

BABBITT, SOLDER
LEAD PIPE
SHEET LEAD
and all
INGOT METALS

Let us know your requirements. We are the largest manufacturers of white metal in the Dominion and can quote attractive prices.

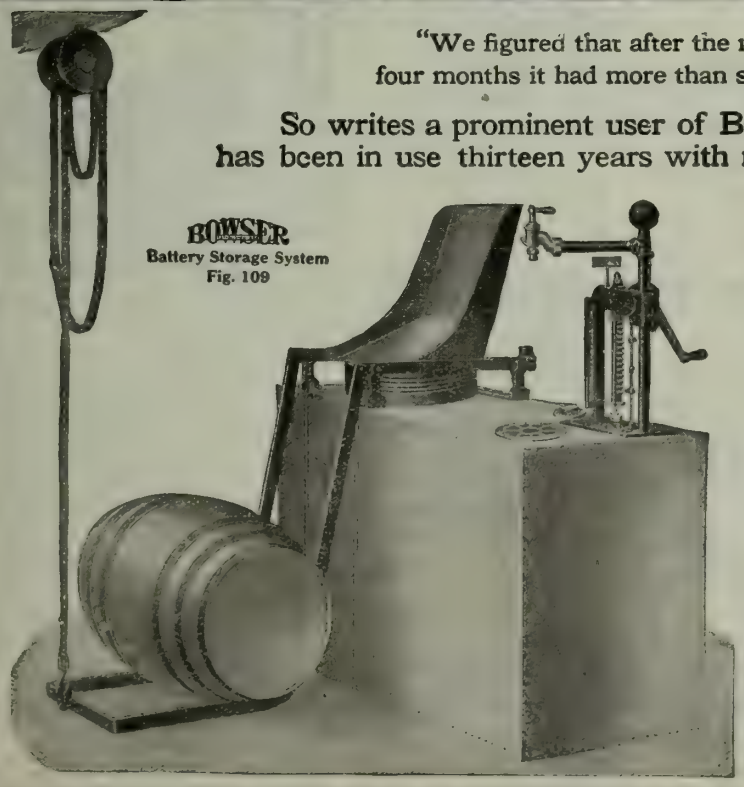
The CANADA METAL CO., Limited

HAMILTON
MONTREAL
TORONTO
WINNIPEG
VANCOUVER

Why Don't You Save Too!

"We figured that after the installation had been in three or four months it had more than saved its entire cost."

So writes a prominent user of Bowser Oil Storage. Their equipment has been in use thirteen years with no operating troubles or upkeep cost.



If you are not using Bowser Storage Systems for your oils you are losing money every day.

BOWSER ESTABLISHED 1885

Systems Do Save

You can save the Bowser Way. Our literature shows how. Write for it at once.

S. F. BOWSER COMPANY, Limited
66-68 Frazer Avenue, TORONTO, Ontario, Can.
Sales Offices In All Centres. Representatives Everywhere

LONDON
32 Victoria St. S.W. 1
PARIS
5 Rue Denis-Poisson
HAVANA
Lonja del Comercio 427
SYDNEY
6 Castlereagh Street

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 45%
Blacksmiths', ½-in. shank... 35%
Straight Shank 35%
Straight Shank, wire........ 35%
Taper Shank 35%

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899. %

Great Western, Amer...... 50
Kearney & Foot, Arcade.... 50
J. Barton Smith, Eagle 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson ....30 and 2½%
Black Diamond ....30 and 2½%
Delta Files 20
Firth Files 50
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 5%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

Class—	Black	Galv.
A	0 60	0 75
B	0 27	0 37
C	0 18	0 27

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 30%.
Standard couplings, 4-in. and under, 30%.
4½-in. and larger, 10%.
Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRILLS, ELECTRIC

Single heat, round, each.....$10 80
Three heat, round, round..... 12 80
Discount 20 and 5%.
F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Bi-Treadle, each 7 00
F.o.b. Toronto.

HALTERS (SNAP AND RING) Doz.

Russet rope shank, 1".$11.25-$12.75
Perfect, No. 1½ 13 20-13 80
Russet rope shank, 1¼ in.. 13 85
Black rope shank, 1 in.... 13 75
Black rope shank, 1¼".12.50-13 85
Hand sewn, no shank, 1 in. 17 40
Hand sewn, no shank, 1¼". 18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $30
F.o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt..$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs. and under... 22 50
Napping, up to 2 lbs....... 25 00
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall. D handles, 10%. All other handles plus 10%. All doubletrees, 2½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net list. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 10%. Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Canada	12 50
Hatch	12 75
National	14 50
America	16 50
Great West	30 00
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices. Figured Net list.

	Strap Doz.	Tee pairs.
4-inch	$2 25	$1 91
5-inch	2 78	2 40
6-inch	3 00	3 08
8-inch	4 05	3 10
10-inch	7 20	3 50
12-inch	8 93	8 70
14-inch	....	....

Light, Net Prices. Figured net list.

3-inch	$1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 40	$5 00-$5 50
No. 3, per doz.	4 50	5 50- 6 40
No. 4, per doz.	4 60	6 00- 7 40
Little Giant	6 25	....- ....
Barden Patent	6 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	...
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 00	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft..$20 00
Corrugated, ⅝ in., 100 ft.. 23 00
Corrugated ¾ in. 26 00
Corrugated, 1 in., 100 ft.. 28 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set $2 05
Mrs. Potts, No. 50, nickel-plated, set 2 25
Mrs. Potts, handles, japanned, doz. 1 40
Sad irons, common, plain, 3, 4 and 5 lbs........... 9 20
Sad irons, plain, 6 lbs. up.. 7 00
Sad irons, common, plated. 5 50
Princess Electric, each.$4 00 4 10
Canadian Beauty Electric Irons—
Style A $4 71
Style B 5 08
Hotpoint Domestic Electric Irons, each 5 25
Gasoline Sad Irons, each ... 4 25
F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point $14 75
Lightning 13 25
Heath's 13 25

LADDERS, Etc.

Step Ladders Per ft.

Standard 0 33
Crescent 0 29
Household 0 25
Faultless, 4 to 10 ft. only..... 0 35
Ontario, 4 to 10 ft. only...... 0 32
Shelf Lock, 4 to 6 ft. only.... 0 27
Gardner, No. 1 .... 0 23
Do., No. 2, bolted 0 25
Dominion, No. 3 .... 0 26
Do., No. 4, bolted 0 29

Single and Fruit Picking

10 ft. to 16 ft. .... 23c ft.
18 ft. to 20 ft. ....24c ft.
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 25	$0 27
36 to 40 ft.	0 27	0 30
44 ft.	0 29	0 33
Over 44 ft.	0 42	0 40

Best quality, 20 to 40 ft.... 0 35
Three section extension 0 35
F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain $12 50
Do., Japd. 13 25
Long Globe, plain 12 50
Do., Japd. 13 25
Dash, plain 15 50
Do., Japd. 16 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short $1 15
Cold blast . [illegible] 10
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.05 doz.
Cold blast, genuine ruby....$4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 3 00
Steel Thumb, No. 4......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
Playtime, engine drive	26 00
Ideal Power	30 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 1	13 00
Popular, No. 2	12 50
Economic	15 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Low pressure water motor washer, each	31 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 30%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.......$2.40
Carpenters', No. 3 .... 5.00
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $14 25
Pick, doz. 14 25
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 76
No. 8, dozen 49 76

MOPS

Liquid Veneer $14 00
O-Cedar, doz. net $12 60
S.W. Mops, complete, doz.5 25 5 40
Mop Sticks, doz., No. 8.... 2 00
Cast Head Mop, doz........ 2 00
Crescent, doz., No. 10..2 50 3 35
Crank wringing, doz........ 3 25
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 35%
Woodyatt 25%
Empress 25%
Mayflower 25%
Star, Ontario, Daisy 25%
F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.
Freight equalized on above points.
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound. $5.25 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.30.
Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory; no freight allowance
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.
Cut Nails—$5.85 base, f.o.b. Montreal. No equalization of freights.
London, $6.25 base.
Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.
London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton $11.75.

A Single Dry Battery of 4 to 12 Cellpower

With vastly increased power and lengthened life — places Columbia still higher among the great utilities of modern civilization—

for Starting Ignition on Fords
for Tractor Ignition
for Stationary Engine Ignition
for Motor Boat Ignition
(*ask for Multiple*)
for Vacation Lighting
for Decorative Lighting
for Running Toys

Write to your Distributor now—tie up with our 1920 Team Work Plan

Canadian National Carbon Co.
Limited
TORONTO - CANADA

121720

Columbia Dry and Storage Batteries

"The Marvel of the Electrical Age"

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$24 00
No. 6	23 00
No. 7	22 00
No. 8	21 00
Nos. 9 to 12	20 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...$1 80 | 48 inch...$ 6 20
18 inch... 2 65 | 60 inch... 7 70
24 inch... 3 40 | 72 inch... 9 20
30 inch... 4 00 | 84 inch... 10 50
36 inch... 4 75 | 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.

12 inch...$3 50 | 42 inch...$10 50
18 inch... 5 00 | 48 inch... 12 00
24 inch... 6 30 | 60 inch... 15 00
30 inch... 7 75 | 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.

12 inch...$4 00 | 42 inch...$12 00
18 inch... 5 50 | 48 inch... 14 00
24 inch... 7 00 | 60 inch... 17 00
30 inch... 8 50 | 72 inch... 20 00

¾ inch mesh and 20 ga. wire.

24 inch..$10 50 | 36 inch...$15 00
30 inch.. 12 75

½ inch mess and 22 ga. wire.

24 inch...$16 50 | 36 inch...$24 00
30 inch... 20 10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 96

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll $4 85
36-inch, per roll 6 25
48-inch, per roll 7 25
60-inch, per roll 8 60
72-inch, per roll 9 85
Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM

Best (American) $22 00
Clipper (spun) 22 00
Clipper (unspun) 20 50
U.S. Navy (spun) ....
U.S. Navy (unspun) ....
Plumbers (spun) 11 00
F.o.b. Montreal, Toronto.

OILS — Toronto

Royalite, gal. 0 24½
Palacine, gal. 0 27½
Gasoline, net, gal. 0 35

Gallon

Black oil (summer) 0 14½
Black oil (winter) 0 15
Imperial Kerosene Tractor 0 69
Capital cylinder 0 64½
Machine oil, regular grades 0 40
Standard gas engine oil... 0 42
Parafine 0 23½
List, less 15% on above.
Polarine Oil, list 1 00
Polarine Oil, heavy, list.. 1 00
Polarine A, list 1 10
Gargoyle Mobiloil and Arctic 1 40
Gargoyle Mobiloil, B....... 1 80
Gargoyle Mobiloil BB...... 1 75
Gargoyle Mobiloil A....... 1 50
List, less 25% on above.
Fuel oil, bbls. net......... 0 11½
Fuel oil, tank cars, net.... 0 09½

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING — Per lb.

Fine jute $0 20
Coarse jute 0 15
Hemp 0 34
Square braided hemp....... 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto, Montreal.

PAPER — Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 30	
Dry Fibre, No. 2, Anchor	0 80	
Tarred Fibre, Anchor, No. 1	1 40	
Tarred Fibre, Anchor, No. 2	0 97	
Empress Sheathing	....	
Rosin Sized Sheeting, red	....	
Do., blue	....	
Surprise Fibre	0 87	
"Stag" Sheathing	0 87	
Tarred felt, per cwt.— 7, 10 and 16-oz	5 30	
Cyclone (dry)	1 23	
Cyclone (tarred)	1 33	
Joliette (dry fibre)	0 72	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	6 50	
Straw, sheathing, heavy, dry, cwt.	4 85	
Do., tarred, per cwt.	5 00	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross $22 00
2-lb. pkgs., gross 42 00
In barrels 250 lbs., lb..... 0 12½
Barrels of 5 lbs., cotton bags, lb. 0 13½
In kegs 125 lbs., lb. 0 14
In 50-lb. boxes, lb. 0 16
In 25-lb. boxes, lb. 0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES — Per case

5 gross, 4-in. (loose) 1 50
4 gross (cartons), 4 in....... 1 75
Spring, 2 grs. box 1 00
F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 43—Feb. 3, 1920

Standard Buttweld

Per 100 feet

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛-in.	$ 6 00	$ 8 00	$.....	$.....
¼-in.	4 83	6 96	5 31	7 44
⅜-in.	4 83	6 96	5 31	7 44
½-in.	6 42	7 99	7 10	8 67
¾-in.	8 11	10 24	9 03	11 16
1- in.	11 99	15 13	13 35	16 49
1¼-in.	16 22	20 47	18 06	22 31
1½-in.	19 39	24 48	21 59	26 68
2- in.	26 09	32 93	29 05	35 89
2½-in.	41 24	52 07	....	....
3- in.	53 93	68 09	....	....
3½-in.	68 54	85 56	....	....
4- in.	81 21	101 37	....	....

StaSndard Lapweld

Per 100 feet

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2- in.	$29 79	$36 63	$33 49	$39 96
2½-in.	43 58	54 41	49 43	60 26
3- in.	56 99	71 15	64 64	78 80
3½-in.	70 38	87 40	79 58	96 60
4- in.	83 39	103 55	94 29	114 45
4½-in.	95	1 19	1 20	1 45
5- in.	1 10	1 39	1 40	1 69
6- in.	1 43	1 80	1 81	2 19
7- in.	1 87	2 36	2 34	2 83
8-L in.	1 96	2 48	2 46	2 98
8- in.	2 26	2 85	2 84	3 43
9- in.	2 71	3 42	3 40	4 11
10L in.	2 51	3 17	3 15	3 81
10- in.	3 23	4 08	4 06	4 90

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Net list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. 15%
Medium and extra heavy pipe, 2, 3, 5 and 6 .... 10%
Medium and extra heavy fittings, 2 to 6 inch.......... 25%
8 inch pipe and fittings........ 5%
F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares. etc.

PITCH

Pine, black, per bbl......... 10 00
Navy pitch, per bbl......... 6 50
Coal tar pitch, per cwt....... 1 20
F.o.b. Montreal, Toronto.

PLANTERS. CORN

King of Field, dozen $11 25
Triumph, doz. 9 40

PLATES, CANADA

Prices nominal, Montreal, Toronto

Ordinary, 52 sheets.. ....
Do., 60 sheets ....

PLATES, COKE, TIN

	Tor.	Mont.
	Per box	
IC, 20x28 base	....	....
IX, 20x28 base	....	....
IXX, 20x28 base	....	....
IXXX, 20x28 base	....	....

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

Nominal

IC, 14x20 base $15 00
IX, 14x20 base 17 00
IXX, 14x20 base 19 00
F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $22 50
F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

4-oz. bottles, doz., list...... 3 00
12-oz. bottles, doz., list..... 6 00
1-qt. can, doz., list......... 15 00
½-gal. cans, doz., list...... 24 00
1-gal. cans, doz., list...... 36 00
Discount,30%.

Liquid Veneer—
4-oz., doz. $2 40
12-oz., doz. 4 80
32-oz., doz. 9 60
64-oz., doz. ....
128-oz., doz. ....
F.o.b. Toronto. London.

POLISH, METAL

Bon-Ton

Size Case	Doz.	Case
¼ pts., 3 doz.	$1 15	$3 40
½ pts., 3 doz.	2 10	6 00
Pints, 2 doz.	3 15	6 00
Quarts, 2 doz.	4 65	9 00
½ gal., 1 doz.	8 40	8 40
Gal., ½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 80	$3 15
No. 2	3 10	3 50
No. 3	3 45	4 05

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 5%: burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING — Per square

Toronto

Samson, 1-ply roll 2 55
Samson, 3-ply, roll 3 00
Samson, 3-ply, roll.......... 3 55
R. S. Special, 1-ply.......... 2 25
R. S. Special, 2-ply.......... 2 50
R. S. Special, 3-ply.......... 2 75

Montreal

Everlastic, 1-ply $2 10
Everlastic, 2-ply 2 45
Everlastic, 3-ply 2 80
Panamoid, 1-ply 2 00
Panamoid, 2-ply 2 30
Panamoid, 3-ply 2 65
Red Star Ready Roofing 2-ply 2 00
Do., 3-ply 2 35
Liquid roofing coating, per gal., in barrels 0 55
5 and 10 gal. lots, per gal. ... 0 70
1 gal. cans, gallon 0 90
Coal Tar (refined), bbl. 8 50
Coal Tar (crude) 7 25
F.o.b. Toronto and Montreal

ROPE — Lb.

Pure Manila basis.......... 31
Beaver Manila basis 26
New Zealand hemp basis ... 26
Sisal basis 22½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis 22½
Double lath yarn 23
Yacht marline, tarred 54
Halyards 47
Hemp, deep sea line basis .. 47
Hemp, tarred ratline basis.. 40
Hemp, tarred bolt rope basis 42
Marline and Houseline 42
Italian rope basis. On application
Cotton, ⅛ in. 0 83
5-32 in. 0 82
3-156 in. 0 82
¼-in. and up 0 81
F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 751 (61), $2.90; 851 (51), $3.65; 771 (84) $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 752B (7) $6.50; 386 (32), $7.60; 3851 (66½) $6.65; 465 (69), $1.95; 171 (36) $5.00.

F.o.b. Montreal, Toronto, London

TAPES, MEASURING (LUFKIN)—

Each

263, 50 ft. Challenge, Steel $4 90
103, 50 ft. Reliable Jr., Steel 4 95
243, 50 ft. Rival, Steel 4 25
1243, 50 ft., Rival Jr., Steel 3 95
603, 50 ft., Metallic 3 45
604, 66 ft. 3 85
403, 50 ft., Linen 2 40

Dozen

713, 50 ft., Ass Skin 6 60
714, 66 ft., Ass Skin 7 75
143, 3 feet, Steel Pocket..... 7 50
146, 5 ft., Steel Pocket..... 10 20
175, 5 ft., Linen Pocket...... 5 85
165, 6 ft., Cotton Pocket..... 1 60
F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list

B. & A. emery cloth, 30% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$7 25	$0 80
10 lb.	9 75	0 30
240 lb.	16 50	0 50
600 lb.	37 00	1 00
1200 lb.	46 00	1 00
2000 lb.	65 00	1 00
2000 lb. Drop lever	74 00	1 00
10-lb. Household..	....	0 10
25-lb. Household..	....	0 30

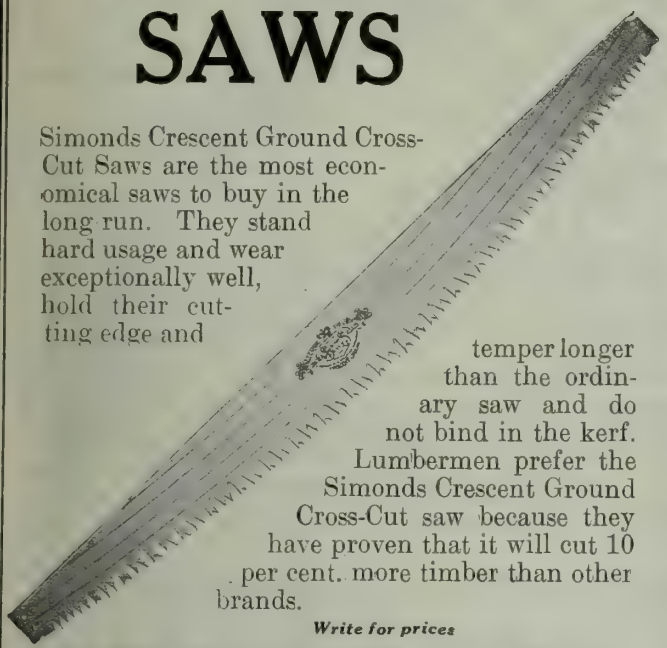
Champion, 20%; standard scales discount, 20%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright 75%
Wood, R.H., bright 72½%
Wood, O.H., bright 72½%
Wood, F.H., brass.......... 55 %
Wood, R.H., brass.......... 52½%
Wood, O.H., brass.......... 52½%
Wood, F.H., bronze.......... 50 %
Wood, R.H., bronze.......... 47½%
Wood, O.H., bronze.......... 47½%
Square cap 20
Hexagon cap 20

SIMONDS SAWS



Simonds Crescent Ground Cross-Cut Saws are the most economical saws to buy in the long run. They stand hard usage and wear exceptionally well, hold their cutting edge and temper longer than the ordinary saw and do not bind in the kerf. Lumbermen prefer the Simonds Crescent Ground Cross-Cut saw because they have proven that it will cut 10 per cent. more timber than other brands.

Write for prices

SIMONDS CANADA SAW CO., LIMITED

"The Saw Makers"

St. Remi St. and Acorn Ave.

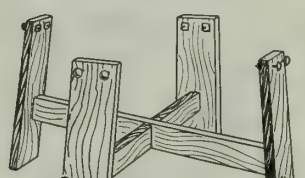
Vancouver MONTREAL. St. John, N.B.

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

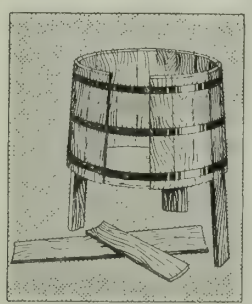
Beatty Bros. Limited Bulletin



Legs are Detachable

RED STAR Lasts Longer

The Red Star Washer will outlive other washers. One reason for its longevity is the construction of the tub. The legs are bolted to the tub—legs are **not** formed by extending the staves of the tub.



OLD WAY

This shows old method (still used on some washers) of forming legs by extending staves to floor. Dragging these washers across floor springs staves and washer leaks.

Not Same Strain On the Tub

The objections to the old way of extending four of the staves of tub to floor to form legs are numerous. The strain on the legs when washer is dragged across the floor springs the staves and the washer leaks. If a leg is broken the whole stave has to be replaced, which is a bothersome job for the average housekeeper or her husband.

These objections are overcome in the Red Star, making legs separate from tub and bolting legs on tube.

BEATTY BROS., LIMITED

Winnipeg, Man. Fergus, Ont. Montreal, Que.
Edmonton, Alta. London, Ont. St. John, N.B.
Vancouver, B.C. 16 Holborn Viaduct, London, England

SCREWS, WOOD BENCH
Dozen $7 30

SCYTHES Doz.
Cast Steel $15 75
Golden Clipper 16 75
Little Giant 17 75
Bush 16 25
F.O.B. London, Toronto, Montreal.

SNATHS Doz.
00 Patent $13 75
1 .... 13 20
2 .... 12 65
3 .... 11 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

	Premier		Apollo	
10¾ oz....	9 80	10 00	9 50	10 45
U.S. 28 ..	10 20	9 60	9 10	9 75
U.S. 26 ..	8 80	9 30	8 80	9 40
22 and 24.	8 20	9 15	8 65	8 20
18 and 20.	8 00	9 00	8 50	9 00
16	7 80	8 85	8 35	8 80
12 and 14.	7 55	8 70	8 20	8 55

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

F.O.B. Hamilton and Toronto.

	Queen's Hd.	Fleur-de-lis
28 ga.	$11 25	$10 00
26 ga.	11 00	9 75
24 ga.	10 40	9 70
22 ga.	10 05	9 30
20 ga.	.....	9 10
18 and 20 ga.....	9 85	.....

F.O.b. Montreal.

SHINGLES, METAL
Standard, galvanized $10 00
Standard, painted 8 00
Discount 7½%.

SWEEPERS, CARPET Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing $51 00
Club, jap. Cyco bearing.... 108 00

east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP
Eureka, per M. $15 00
S.M.P., per M. 27 50

STANDS, WASHTUB—
Reversible Drip, each $2.25

STAPLES
See Wire Products.

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$22 00
Perfection No. 33, 3-burner.. 27 00
Perfection No. 34, 4-burner.. 35 00
No. 22G oven for above stoves 8 25
Discount, 30% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net 4 50
Detroit Glass Front Oven, No. 85, each, net.......... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters. List
No. 525, each ....$ 7 00
No. 530, each 8 25
No. 630, each 10 25
Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—
Star, No. 1, doz............ 24 00
Star, No. 2, doz. 24 00
Sun 18 60
Adjustable Pin, No. 44, doz.. 34 50

STRETCHERS, WIRE
Hercules, doz. $2 60
Sampson, doz. 7 50
Universal, nick., Cyco bearing 46 00
Universal, jap., Cyco bearing 39 00

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	45	45	45
Draining Tools ...	45	45	..
Hollow Back Scoops	45	..	45
Sand Shovels	45	..	45
Hollow Back Shovels	45	.	45
Hollow Back Coal Shovels	45	.	45
Riveted Back Scoops	45	45	45
Miners' Spring Point Shovels	45	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.........	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

Champion, nickeled fittings.. 43 00
Champion, japanned fittings. 36 00
Grand, nick., Cyco B.B..... 64 00
Grand, jap., Cyco B.B...... 57 00
Grand Rapids, nick., Cyco B.B. 48 00
Grand Rapids, jap., Cyco B.B. 41 00
Parlor Queen, nick., Cyco, B.B. 54 00
Princess, nick., Cyco B.B... 49 00
Standard, nickeled fittings.. 44 00
Standard, jap. fittings 37 00

SIDING, METAL
Standard, galvanzed $8 50
Standard, painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS (ELECTRIC)
Steel frame $36 46
Aluminum frame 43 90
Attachments, set 8 25
F.O.B. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks 70%
Revised Hardware Tack List adopted Jan. 30, 1920...... 70%
Double-pointed tacks 65-10%
Shoe findings list adopted Dec. 15, 1919.............Net list
List of Capped Goods adopted Jan. 1, 1916.........70%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $4 71
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. 0 12

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.			Per 100 ft.
8 in......	$6 90	16 in......	$12 50
10 in......	7 70	18 in......	16 00
12 in......	9 10	Net list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... 3 25
Jump, No. 1 .... 3 45
Hawley & Norton, No. 1..... 4 56
Newhouse, No. 1 .... 6 15
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $20 80
No. 1, per dozen 18 50
No. 2, per dozen 16 20
No. 3, per dozen 13 85
F.O.B. Newmarket.

TWINE (COTTON)
5-lb. sack, 3-ply, lb........... 90
Cones, 3-ply, lb............... 92
Do., 4-ply, lb................ 97

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Jenkins Globe ....Net
Standard Gate ....Net
F.O.B. Toronto.

Penberthy Brass Valves
Compodisk Valves 5-2½%
Gate Valves 15%
Regrinding Valves 5%
Swing Check Valves ..... Net List

WARES, ETC.
Britannic, 50%.
Scotch Grey Ware, 40 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier. list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 40% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list plus 20%.
Factory Milk Cans, list plus 60%
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list plus 30%.
Hollow ware, add 25%.

Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus, 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Nickel-plated Ware, 50%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2¼ in., $19.00. Discount 45 per cent. Net extras, 26 to 49 lbs of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.....	$4.20	$4.20	$5.00
Section, ½lb., per 100 lbs....	4.75	4.75	5.00
Solid, 3 to 30 lbs., per cwt.	3.50	3.50	3.10-4.00

WHEELBARROWS
Navvy, steel wheel, doz......$63 00
Garden Steel, doz........... 72 00
Light garden, doz. 60 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 30
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Annealed base 5 50
Bright base 5 50
Galvanized base ....

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 .... 8 75
No. 19 ....9 25
Fine wire, list plus 30%.
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., doz................$12 00
8 in., doz................ 13 50
10 in., doz................ 15 00
14 in., doz................ 21 00
18 in., doz................ 30 00
24 in., doz................ 48 50
36 in., doz................ 81 00

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 160 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 149 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 103 50
Eze 99 80
Rapid 90 80
Discounts from above list 30 per cent.
Terms—30 days, less 2 per cent. Freight equalized on quarter dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 246

EAVES TROUGH AND CONDUCTOR PIPE

must be made of galvanized sheets. Nothing else will do. Used everywhere.

GOOD SHEETS

Soft and workable for forming, heavily coated for long life, naturally give best results

Every dealer can make money on this line

THESE FIRMS ARE LARGE PRODUCERS

McCLARY'S, LTD., London, Toronto, Hamilton, St. John, Montreal, Winnipeg, Vancouver.
METAL SHINGLE & SIDING CO., LTD., Preston, Montreal, Toronto, Winnipeg, Calgary.
METALLIC ROOFING CO., LTD., Toronto, Winnipeg.
PEDLAR PEOPLE, LTD., Oshawa, Montreal, Toronto, Ottawa, Winnipeg.
SHEET METAL PRODUCTS CO., LTD., Toronto, Winnipeg.
GALT ART METAL CO., LTD., Galt.
McFARLANE-DOUGLAS CO., LTD., Ottawa.
WINNIPEG CEILING & ROOFING CO., LTD., Winnipeg.
CROSSEN METAL WORKS, LTD., Winnipeg.

TINKER TOM

(Look for Talk No. 247 next week)

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	08-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1	08-09½
Do., pure	15-17
Imp. green, 100-lb. kegs	17-19
Chrome green, pure	19-35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	10-14½
Indian red, 100-lb. keg	15-20
Indian red, No. 1, 100-lb. kg.	06-17
Lamp black	23-27
Venetian red, best bright	07-09
Venetian red, No. 1	03½-05½
Drop black, pure dry	09½-15
Golden ochre, 10-lb. kegs.	08-12
White ochre, 100-lb. kegs.	05½-06
White ochre, barrels	04-04½
Yellow ochre, barrels	03½-05½
French ochre, barrels	08-10½
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	02½-04½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE 1 lb. tins—	
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 5-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Duralite	$7 47½
B-H "White" Enamel	8 00
C.P.C. Albagloss	5 75
Mooramel	7 00
Sunshine, white	5 75
Jasperlac	4 15
Invincible	6 90

GLUE	Per lb.
English sheet	0 35
English prima	....
White pigsfoot	0 50
Cake bone, 112-lb. bags	.30-35
Hide, 112-lb. bags	35-45
Ground glues, 112-lb. bags— English, per lb.	28-30
Canadian, per lb.	22-24
Brantford—	per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	78 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLASS, PLATE Plates from—	Sq. ft. Mont.	Tor'to
1 to 15 feet	1 65	....
15 to 25 feet	1 95	....
25 to 50 feet	2 15	....
50 to 75 feet	2 20	....
75 to 90 feet	2 25	....
90 to 100 feet	2 30	....

Above prices are net, f.o.b. Montreal Freight charges and casing extra.

Owing to prevailing conditions in the present plate glass situation Toronto quotations have been withdrawn and prices are being quoted on the receipt of specifications only.

GLAZIERS' POINTS

Zinc coated, $1.44 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$18 00	$18 35
Crown Diamond, pure	18 00	18 35
Green Seal	18 00	18 35
Ramsay's Pure	18 00	18 35
Moore's Pure	18 00	18 35
Tiger, Pure	18 00	18 35
O.P.W. Dec. Pure	18 00	18 60
Red Seal	18 00	18 35
O.P.W. English	18 00	18 35
Elephant Genuine	18 50	18 85

B.B. Genuine Lead, less than tons, ..., Toronto; $21.00, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)		
Genuine, 560-pound casks, per cwt.	....	$14 50
Genuine, 100-pound kegs, per cwt.	....	15 50
Less quantity	....	17 00
Genuine Eng. casks	....	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	....	.....
25s	0 34½	....
10s	0 35	....
5s	0 36	....
2s	....	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LINSEED OIL

For prices see weekly report.

LITHARGE	
Tons or over (cwt.)	$10 75
Smaller lots (cwt.)	11 75

LIUIQD, BRONZING	
Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	3.50- 7.00

F.o.b. Montreal, Toronto.

MURESCO

Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $8.40. F.o.b. Toronto.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch and Gallery Paint, gal.	5 10
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Egyption Paint, white	4 50
Do., colors	4 35
Moore's Floor Paint	4 25
Moore's Sani-Flat	4 25
Moore's Porch and Desk Paint	5 40
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
O.P.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure, colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00

Barrett's Everjet Products—

Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 80
½ bbls., gal.	0 80	....
5s and 10s, gal.	0 90	0 95
1s (per case of 1 doz.)	10 45	10 55

Everjet Quick-drying Metal—	Mont.
Paint, bbls., gal.	0 80
½ bbls., gal.	0 85
5s and 10s gal.	0 95
Case (12 1's)	11 70
Everjet Black Enamel—	
Crates of 2 doz., 8-oz., doz.	1 50
Crates of 6 doz., 8-oz., doz.	1 40
Crates of 12 doz., 8-oz., doz.	1 35
Crates of 2 doz., 16-oz., doz.	2 50
Crates of 6 doz., 16-oz., doz.	2 35
1-gal. cans, gallon	1 30
5 and 10 gal. cans, gal.	1 20
Barrels and ½ bbls., gal.	1 10
Carbosota Liquid—	
Barrels	0 55
Half barrels	0 60
5s and 10s, gal.	0 70
1s (case 12 gallons) case	9 60
Shingle Varnish	8 75

F.o.b. Montreal, Toronto.

PARIS GREEN	Per lb.
In barrels, about 600 lbs.	0 50
In kegs, about 250 lbs.	0 50½
In 50 lb. and 100 lb. drums.	0 51
In 25 lb. drums	0 52
In 1 lb. packets, 100 lbs. in case	0 54
In ½ lb packets, 100 lbs. in case	0 56

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PITCH	
Cwt.	1 20

PUTTY Standard	Montreal	Toronto Less than tons
Bulk, in casks	$6 10	$6 45
Bulk, 100-lb. drums	6 95	7 30
Bulk, 25-lb. drums	7 20	7 55
Bulk, 12½ lb. irons	7 45	7 80
Bladder, in bbls.	5 85	8 30

Ton lots standard are 35 per hundred pounds less; five-ton lots 60c less than above prices.

Pure Putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN	
Barrels, 100 lbs.	$11 50
Less, per lb.	0 14

SHELLAC	Pure white	Pure orange
Gal. jugs	10 05-10 15	9 30-9 40
Shellac gum—	Per pound	
TN	....	....
Finest orange	....	....
Bone dry white	....	....

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER	
Taxite, 1 gal. cans	$3 30
B.H. Vanisher	3 00
Cumoff	3 60
Tarkoff	3 60
O.P.W. Presto	2 75
Varn Off	3 60
Lingerwett	3 60
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz.
B.H.	$1 40
O.P.W.	1 50
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 00
Granitine Floor Finish	4 00
Hydrox Spar	4 15
C.P.C. Sun Varnish	4 32
C.P.C. Sun Areo Spar	4 70
C.P.C, Sun Waterproof Floor	4 40
Jasperite Interior and Exterior	3 50
Jasperite Pale Hard Oil	2 50
Jasperite Indestructo Floor Varnish	3 50
Jamieson's Copaline	3 75
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 60
M-S Finest Interior	4 85
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	4 34
Kyanize Spar	4 [illegible]
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 45
Ramsay's 7-20	2 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white.	8 40
Coralite, 5-lb. pkgs., colors.	8 40
B.H. Frescota, 5-lb. pkgs., white	7 80
B.H. Frescota, 5-lb. pkgs., colors	8 40
Perfecto Wall finish, white, 5-lb. pkge., lb.	0 07½
Tints, 5-lb. pkge., lb.	0 08

F.o.b. Montreal, Toronto.

WASTE	
Cream, Polishing	$0 25

WHITE			
XXX	0 21	XXX	0 22½
XX	0 19¾	XX, gra'd	0 21
X	0 18½	XLCR	0 19½
XC	0 16½	X Empire	0 18
Japanese	0 16	X Press.	0 16½
		X Special	0 15

COLORED			
No. 5	0 16¾	Fancy	0 18
No. 1	0 15¾	Lion	0 16
No. 7	0 14¾	Standard	0 14
No. 1A.	0 13¾	Popular.	0 12
No. 1B.	0 12¾	Keen	0 10

Above lines subject to trade discount for quantity.

WAX	Per lb
B.H. Wax	0 55
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 66-0 70
Johnson's	0 66-0 70
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 41
Ramsay's	0 46
Sherwin-Williams	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

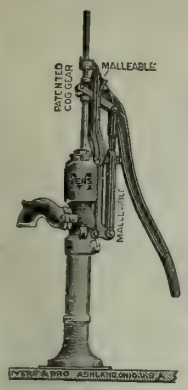
WHITING	
Plain, in bbls.	$2 75

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00

WOOD ALCOHOL	Per gal.
In five gallons	2 70

F.o.b. Montreal, Toronto, London.



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Hand and Power PUMPS

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service.
The aggressive dealer handles the MYERS — Ask your jobber or write us.

F. E. MYERS & BRO.
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Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

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If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

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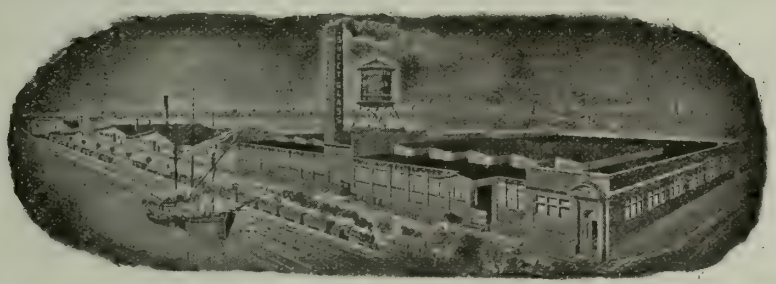
S

BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS
DON ROADWAY TOKONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; bail, $18.40.

Dominion Metallics — B.B. Cape, $3.50; C.B. Cape, $4.40; 22 Short Black or Lesmok, $5; 22 Long Black or Lesmok, $6.00; 22 Short Smokeless, $5.35; 22 Long Smokeless, $7.50; 22 Long Rifle Black, $7; 22 Long Rifle Smokeless, $9.35 per M. net. Center Fire Pistol, 50%; Center Fire Sporting, 50% off American list.

American Metallics — B.B. Caps, $4.11; C.B. Caps, $5.17; 22 Short Black, $5.87; 22 Long Black, $7.05; 22 Long Rifle Black, $8.25; 22 Short Smokeless, $6.30; 22 Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 41½%; Centre Fire Sporting, 41¼%.

Loaded Shells—Crown Black Powder, 12 ga., $39.25; Sovereign Smokeless, 12 ga., $48; Regal Smokeless 12 ga., $48; Canuck Smokeless, 12 ga., $52.25 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	6 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

AXES

Single Bit	$15 50	$16 00
Double Bit		21 50
Broad Axes		55 00

BAR IRON

Bar Iron — $6.00 base; Swedish iron, $8.00; sleigh shoe steel, $5.50; spring steel, $6.00; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 10-10-10% off list.

Standard, 10-10% off list. Extra 10%.

The "double" list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10%; over 6 inch, 7½%; 7-16 inch and larger, 7½%; machine, ⅜ and under, up to 4 inch, 12½%; over 4 inch, net list; 7-16 and over, net list; machine set screws, 40%; plough bolts, 5% on; stove bolts, 45%; shaft bolts, 5% on; tire bolts, 30%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	42
3 x 3 in.	44
3½ x 3½ in.	46
4 x 4 in.	57
4½ x 4½ in.	84
5 x 5 in.	104

Wrought Steel—

No. 800	20% on list
No. 804	Net list
No, 838	5% on list
No. 840	15% on list

CHAIN

Coil, 3-16 in., $18,50; ¼, $17.00; 5-16 in., $14.25; ⅜ in., $11.25; 7-16 in, $11.00; ½ in., $10.50; 9-16 in $10.50 Logging, 5-16 in., $15.75; ⅜ in., $12.75; ½ in., $12.00; tie-out, 25%

CHIMNEYS, LAMP

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 80
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 84c lb

DRILLS

Bit stock, 45%: Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.48; 10 in., $7.20; 12 in., $8.46.

Conductor pipe, 2 in., per 100 ft., $7.56; 3 in., $9.14; 4 in., $12.06.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 25%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	30%
Nipples 4" and under	70%

FORMALDEHYDE

400-lb. bbls., 45c lb.; 200-lb. bbls., 46½c lb.; 100-lb. bbls., 47½c lb.; 10-lb. jugs, $5.10 each; 5-lb. jugs, $2.65 each; 2-lb. jugs, $1.10 each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$16 00	$22 00
26 to 40	17 00	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, net list.

Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.

Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$11 75
28 Am. or 26 Eng.	11 35
26 Am. or 26 Eng.	11 05
24	10 90
22	10 90
18 and 20	10 75
16	10 65

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set.......$2 00

Mrs. Pott's No. 50, set....... 2 15

Mrs. Pott's common and iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Heath's	$13 25
Lightning	13 25

LANTERNS

No. 2, plain	$18 00
No. 25, Dash-board	17 50
Short Globe, doz.	18 00

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	....
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $14.31.

LEAD WASTE, $15.21.

WHITE LEAD

Decorators' pure, ton lots, $19.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 60
O-Cedar Polish, No. 3	12 60
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	.....
Star	7 50	8 00

NAILS

Wire f.o.b. Fort William, $5.50 base; Winnipeg, $6.00 base. Cut f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 65
30 in.	8 93
36 in.	10 50

NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, per 100 lb.	$24.00
Clipper, unspun, per 100 lbs.	22.50
Plumbers, per 100 lbs.	12 00

OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 65c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 58c.

PAINTS

Stephens' Out and Inside White, $5.20; Stephens' House, ordinary shades, $4.95; Stephens' Floor, $4.15; Silkstone colors, $3.65; Silkstone white, $3.75; Stephens, Barn Paint, $2.10 and $2.30.

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 10	1 20
Cyclone	1 10	1 20
Navy	1 25	1 45
Triumph	1 35	1 50

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv
¼ inch	$ 5 18	$ 7 47
⅜ inch	5 27	7 61
½ inch	7 02	8 73
¾ inch	8 82	11 12
1 inch	13 05	16 43
1¼ inch	17 64	22 23
1½ inch	21 06	26 55
2 inch	28 35	35 78
2½ inch	45 99	58 01
3 inch	60 12	75 87
3½ inch	76 50	96 30
4 inch	90 68	113 40
4½ inch	102 60	130 50
5 inch	119 70	152 10
6 inch	155 70	197 10

PLASTSER, Paris, per bbl....$6 00

PLATES, CANADA

18 x 21 per box, ordinary, $8.75; 18 x 24, ordinary, $8.75; 20 x 28, ordinary, $9.

The Year Round

Customers appreciate the usefulness of Silkstone. Jog their memories and tell them the facts.

Silkstone Flat Wall Colours are cheaper than wall paper, more sanitary and lasting; Silkstone can be washed often and never rubs off; it gives a beautiful, soft, silky finish that will outwear any other wall covering. The economy of this splendid finish, that costs so little to apply and serves so satisfactorily, is an appeal to every customer.

Let Us Show You How An Agency Will Boost Your Turnover.

G. F. Stephens & Co., Ltd.

Paint and Varnish Makers

Winnipeg, Calgary, Edmonton

Stephens'

REGISTERED TRADE MARK

Winnipeg Hardware Quotations—Continued

POLISH

	Doz.
O-Cedar—	
4-oz.	$ 2 00
12-oz.	4 00
1-quart	10 00
½-gal.	16 00
1-gol.	24 00
Liquid Veneer—	
4-oz.	2 00
12-oz.	4 00
1-quart	8 40
6-gal.	14 40
Bon Ton—	
¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PUTTY

100-lb. irons	$7 70
25-lb. irons, per cwt.	8 30
1½-lb. tins	15¼

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c; No. 12,65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper burrs, No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROOFING

ROOFING	1-ply	2-ply	3-ply
Klingon	$2 20	$2 65	$3 10
Winner	2 30	2 80	3 30
Comfort	2 45	3 00	3 60
Induroid	2 80	3 60	4 20

ROPE

Sisal, 25½c base; pure Manila, 32¼c base; British Manila, 29¼c base; latth yarn, 24½c base; African hemp, 29¼c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline hanks, per lb. 50c.

SANDPAPER

	Quire	Ream
Star—		
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 38	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 49	9 45
2	0 54	10 90
2 ½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

30% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 65%; flat head, 67½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.

Set Screws, 35%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.45 per doz.; D.H. Rd. Pt., $14.45; L.H. Sq. Pt., 14.45; L.H. Rd. Pt., $14.45; Bulldog & Jones, D. H. Rd. Pt., $17.00; D.H. Sq. Pt., $16.75; L.H. Rd. Pt., $17.75; L.H. Sq. Pt., $17.75. Black Cat and Crescent Scoops—No. 4, $19.55 doz.; No. 6, $20.05; No. 8, $20.60; No. 10, $21.10. Moose & Jones Scoops—No. 4, $21.00; No. 6, $21.55; No. 8, $22.05.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10-gauge	$8 00
12-gauge	8 05
14-gauge	8 10
16-gauge	8 20
18-20-gauge	8 80
22-24-gauge	8 85
26-gauge	8 90
28-gauge	9 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 20
Household, japanned	.....
Superba, nickeled	.....

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 45 to 46c.

SPIKES — BOAT

Pressed, ¼-in., $9.55; 5/16, $9.20; ⅜, $8.05; ½, $7.80.

STAPLES

Bright iron, round head, 65% flat, Fort William; $6.50 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $5.65. Mild, 3/16, ¼, 5/16, $6.00 base; other sizes, $5.50 base. Band steel, $5.75 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$24 25
20 x 33 I.X. box	33 50
20 x 33 I.C. box	28 75
20 x 33 I.X. box	33 50
Terne plates	24 00

TRAPS, GAME—

Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	$....	$....
No. 1	2 30	3 60	3 10
No. 1½	3 45	7 80	4 55
No. 2	4 80	11 55	6 70
No. 3	6 75	15 40	8 90

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 86
Cotton, 3-ply, balls	0 90
Cotton, 4-ply, cones	0 90
Cotton, 4-ply, balls	0 95

VARNISHES—

Stephens' Luminette, gal.	$3 50
Stephens' Exalite, gal.	4 25

WARES, ETC.—

Scotch Grey, 40-12½% discount.
Colonial Imperial, Pearl, 12½% discount.
Premier, Canada, Diamond, plus 18%.
Whitewear, 30-7½%.
Japanned Ware, list, plus 37½%.
Japanned Ware, white, list, plus 47½%.
Japanned Sprinklers, list, plus 32%.
Stamped Ware, plain, 30-15% discount.
Stamped Ware, retinned, 20-20% discount.
Pieced Tinware, ordinary, list, plu. 64%.
Pieced Tinware, copper bottoms, list plus 83½%.
Sheet-Iron Ware, list, plus 32%.
Light Galvanized Pails, plus 30%.
Tubs, list plus 30%.
Heavy Galvanized Pails and Tubs, plus 41%.
Jap. Coal Hods, list, plus 77%.
Galvanized Coal Hods, list, plus 62%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list plus $1.00.

WASTE

Cream, Polishing	$0 22

WHITE

XXX Extra	$0 21
XX, Grand	0 19¾
XLCR	$0 18½
X Empire	0 17¼
X Press	0 16

COLORED

Fancy	0 17
Lion	0 15½
Standard	0 14
Popular J	0 12½
Keen	0 11

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls, $3.25 per 100 sq. ft.; in 50-fot. rolls, $3.25 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.00 Winnipeg, $6.50 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricurtural—	
6-inch	$7 00
8-inch	8 40
10-inch	9 80
12-inch	12 60
15-inch	16 80
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6-inch	$1 10
8-inch	1 13
10-inch	1 75
14-inch	2 13
18-inch	2 75
24-inch	4 00
36-inch	7 43
Trimo—	
10 inch	$1 56
14 inch	2 19
18 inch	3 13
24 inch	4 53

	—Dozen—	
Always Ready	Black	N. P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze. $62.55 per dozen. Reliance

HARDWARE & METAL'S unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

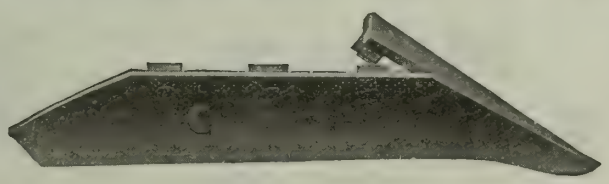
THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

CRESCENT SHARES



OVER 1,000 PATTERNS. PERFECT IN FIT AND FINISH

Sandoval Rolling Coulter
Harrow Teeth

Every Hardware Merchant in Western Canada should have these in stock.

The demand is assured. How is your supply? Better send us your order to-day.

D. ACKLAND & SON, Limited

WINNIPEG ∴ CALGARY

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

O-Rib-O
Screw Thimbles

Size
6″ wall extends 4—7½″
6″ floor extends 6—12″
7″ wall extends 4—7½″
7″ floor extends 6—12″
Approximate Shipping Weight Crated, Per Crate 30 lb.
Put up half dozen to crate.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

HAVE A
Forwarding Agent in Winnipeg

We have a good warehouse here and are in a position to help you give A1 service to your trade in the West.

We will re-pack, sort and re-ship from your stock here, guaranteeing prompt service, or if desired we will solicit and sell your Western customers.

If you are interested, write for particulars. Bank references furnished.

W. R. JAMES & CO.
47 Henry Avenue East - WINNIPEG

MEHASCO

Mehasco Pocket Knives

This line is justly becoming famous, owing to its quality and finish. We carry a large stock and guarantee each blade. The customer must be satisfied. Blades are made from highest grade steel and proper assortments are in stock for Western trade. Large range in Horn, Celluloid and Vulcanized Handles with Leather Punch; the same in Cattle Knives and a still larger range in small Penknives with two and three blades.

We would be pleased to forward samples for inspection to any account on whom our travellers do not call regularly.

Merchants' Hardware Specialties, Limited
Calgary

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

ALLEN FLUX
NON-ACID—FOR SOLDERING

—makes strong, smooth, clean joints—easily and quickly.
Put up in the form of sticks, liquid, paste and salts.
Order is from your supply house.
Write us for Sample—giving your dealer's name.

Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Canada

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

1869 **1919**

Golden Jubilee

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Trademark Largest Wholesale Behind Canada's Hardware House

Harvey Auto

This serviceable spring rack to display and store replacement springs will make sales for you. It's an indication to your customers of your efforts to remedy their spring troubles.

Model AA

Boltless Springs

A stout, well made hardwood rack, Finished in natural wood 30 in. high and holds 12 springs.

A Display That Makes Good Sales Better

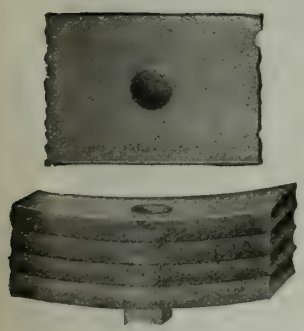


Fig. 2
The Harvey head is forged hot. No metal is removed. The fibre of the steel remains unbroken.

Harvey "Boltless" Auto Springs are the right goods—at the right price—made on the right principle—and guaranteed to give the right satisfaction.

Made by the Patented Harvey Process. Your customers will appreciate your selling them these up-to-date and extra serviceable Auto Springs. For wearing and lasting qualities they are unsurpassed.

Made on a **better principle** that adds strength where other springs are weak. The Spring that is guaranteed.

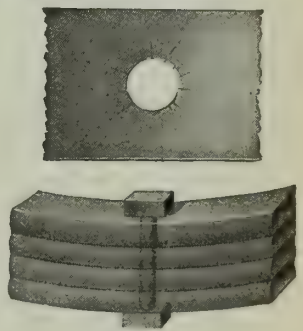


Fig. 1.
Regular centre hole, punched cold, the usual way. Note invisible fractures in structure of steel, as shown by magnifying glass.

OUR GUARANTEE

We guarantee every Harvey Auto Spring against breakage or sagging for one year. Defective springs returned to us transportation prepaid, will be replaced without charge.

Write to-day for prices and full particulars. We are close-at-hand to give the Western dealer the utmost in service.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

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Agricultural Products
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Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Arms
The Fraser Co., Agents B.S.A., Montreal, Que.

Arsenate, Lead
The Beckley-Ralston Co., Chicago, Ill.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
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Auger Rings
The Crescent Co., Meriden, Conn.

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The Beckley-Ralston Chemical Co., Ltd., Montreal.
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The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
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Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
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The Champion Ignition Co., Flint, Mich.
Northern Electric Co., Ltd., Montreal.
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
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Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
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The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
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Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bearings
The Lyman Tube & Supply Co., Montreal.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.
Plewes Ltd., Winnipeg, Man.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
Galt Robe Co., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Boilers
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The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
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The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

DIM-A-LITE

Make a FRIEND of your Customer with the DIM-A-LITE
Five Degrees of Light by simply Pulling a Chain
Each DIM-A-LITE in a home is a blow at the H.C.L.

Use a DIM-A-LITE to avert accidents.

Use a DIM-A-LITE in nursery and sick room.

Use a DIM-A-LITE as a night light—good as a watch-dog. Made in several styles. Permanent and portable; with or without shadeholder.

Write and get particulars. We are at your disposal with full information and advertising material of all descriptions.

GREAT WEST ELECTRIC COMPANY, LIMITED
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Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of Hardware and Metal are big buyers because they buy for business as well as for private consumption.

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First-class warehouse on trackage, reinforced concrete construction, steel-headed freight elevator; size 50′x108′, three floors. This warehouse is located on Dewdney Avenue next to Campbell, Wilson & Strathdee, and will be vacant February 28.

For further particulars apply

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Bank of Nova Scotia Bldg., - Regina, Sask.

THE BUYERS' GUIDE

The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
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Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

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Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liuid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains, Roller Block, Drive and Conveyor
The Lyman Tube & Supply Co., Montreal.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

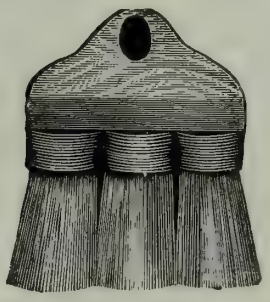
Coal Chutes
The Economy Foundry Co., Ltd., Winnipeg, Man.

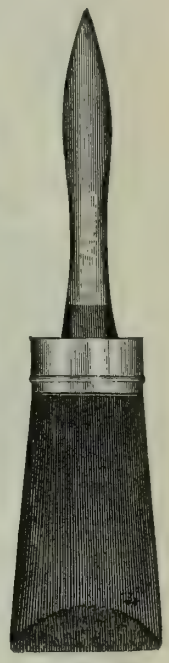
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

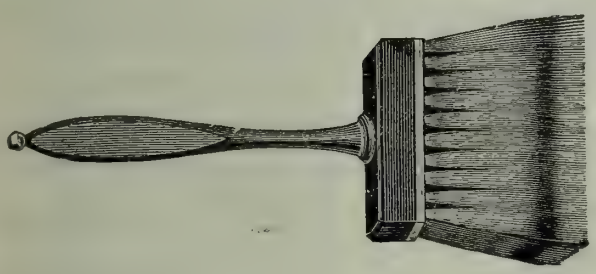
Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

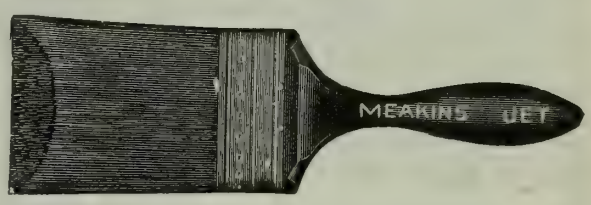
Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

MEAKINS BRUSHES









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Wheeler & Bain, Toronto.

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Williams & Co., J. H., Brooklyn, N.Y.

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Containers Limited, Toronto.
The A. R. Whittall Can. Co., Ltd., Montreal

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
The Lyman Tube & Supply Co., Montreal.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H. Brooklyn, N.Y.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

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Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

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Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

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Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

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Canada Foundries & Forgings, Brockville, Ont.

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McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
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Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
West-Woods, Ltd., Winnipeg, Man.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
The Lyman Tube & Supply Co., Montreal.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
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The Steel Co. of Canada, Ltd., Hamilton, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
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G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Collette Mfg. Co., CVollingwood.

Egg Cases
Walter Woods & Co., Hamilton.
Egg Case Fillers
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

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The Barton Netting Co., Ltd., Windsor, Ont.

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Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
The Lyman Tube & Supply Co., Montreal.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
The Can. General Electric Co., Ltd., Toronto.
The Lyman Tube & Supply Co., Montreal.
The Northern Electric Co., Ltd., Montreal, Que
Munderloh & Co., Ltd., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Eveners for 2, 3, 4, 6 and 8 Horses
D. Ackland & Son, Ltd., Winnipeg, Man.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng.

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton Ont
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

Made in Canada

Registered

Floglaze

"The Finish that endures"

AUTO-FINISHES

FOR
RENEWING
AND
REFINISHING
AUTOMOBILES
AND
TRUCKS

Keep Your Car looking New

Depreciation in a car is hastened by neglect of its appearance. There is no need of this when a quart or so of Floglaze Auto-Finish will keep the finish of a car in good condition. Last year's car can be made to look like new with Floglaze.

"Save the Surface and you save all" Paint & Varnish

Don't Sacrifice your Truck

for lack of appearance. Keep it looking new with Floglaze Shades.
Appearances count in your business and your trucks will tell for better service if renewed occasionally with Floglaze Auto-Finish.

Renew your Automobile or Auto Truck with

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No matter what part of the car needs re-finishing—wheels, chassis, body, top, hood or fenders—there is a Floglaze Auto-Finish for the purpose. These dry hard over night. No need to keep your car out of service any length of time. Apply Floglaze for a coach-like finish that will wear.

Complete Floglaze Color Card sent on request.
Let us also tell you about Floglaze for other purposes.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Our Booklet "How to Finish and Refinish with Floglaze" will be sent on request made through your dealer or direct to us.

375,000 Automobiles in Canada in 1919, plus 75,000 new cars that will be bought in 1920—means that a lot of Floglaze will be sold to auto owners. This advertisement will appear several times in the leading farm and weekly newspapers in Canada. If you haven't a Floglaze Sales Agency—write for our big, new 1920 proposition. It will interest you.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

THE BUYERS' GUIDE

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates. Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary Alberta.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasolene Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor Ont

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Prairie Chemical Co. of Canada, Ltd., Winnipeg

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co. Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

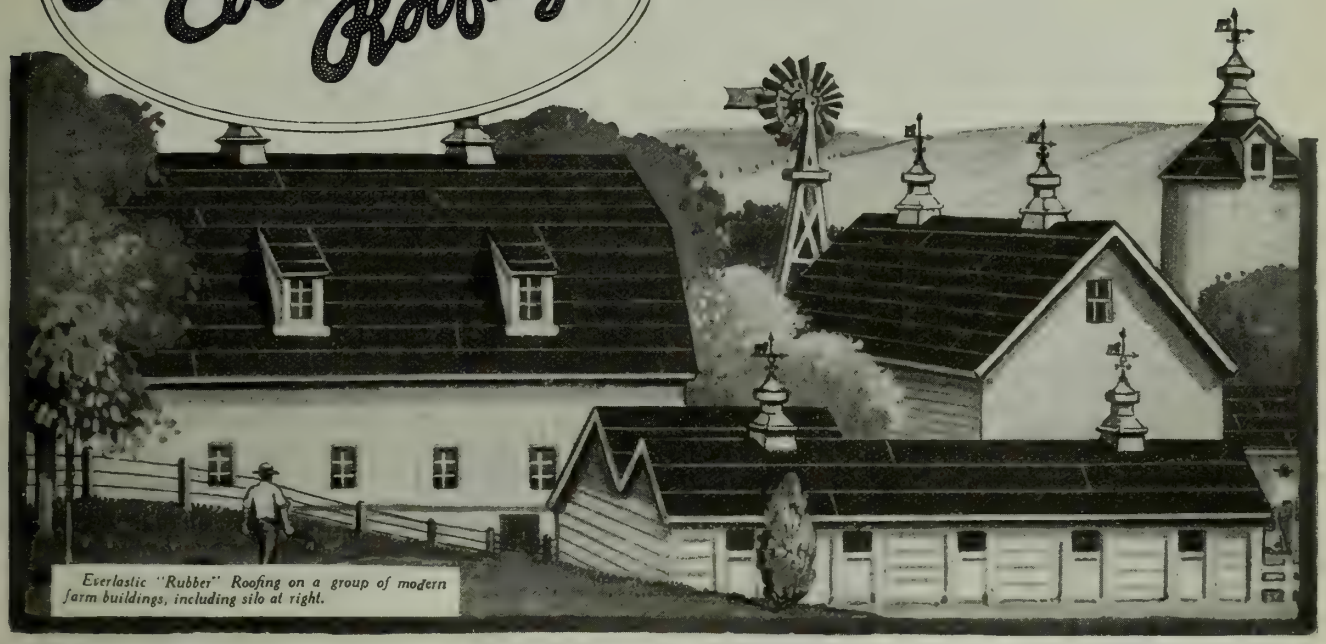
Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
The Lyman Tube & Supply Co., Montreal.
Victor Saw Works, Ltd., Hamilton, Ont.

Barrett Everlastic Roofings



Everlastic "Rubber" Roofing on a group of modern farm buildings, including silo at right.

Everlastic "Rubber" Roofing

The word "Everlastic" suggests many of the goo dfeatures that have made this Roofing a more-than-a-million-rolls-a-year-seller. Its name indicates the long wear, the flexibility and the elasticity for which Everlastic Roofing is noted.

While this efficient roofing resembles rubber only in appearance, it is far more satisfactory for roofing purposes than rubber could possibly be.

Everlastic will not shrink or crack in zero weather, nor will it run in the hottest sun. You can recommend it confidently for use in any climate.

EVERLASTIC ROOFING CEMENT

has no equal for the resurfacing of worn out roofs

EVERLASTIC ROOFING CEMENT is a black bituminous compound manufactured epressly for use on roofs. It is about the consistency of thick molasses and is liquid under ordinary temperature conditions.

Write our nearest office for prices and details.

The Barrett Company Limited

Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S., Sydney, N.S.

THE BUYERS' GUIDE

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
The Lyman Tube & Supply Co., Montreal.
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kempson, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The Grasselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kalsomine Cleaner
Satinette Products Mfg. Co., The, Toronto, Ont.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wadsworth & Hilger, Toronto.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Acetylene
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Willson, Ltd., Toronto.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
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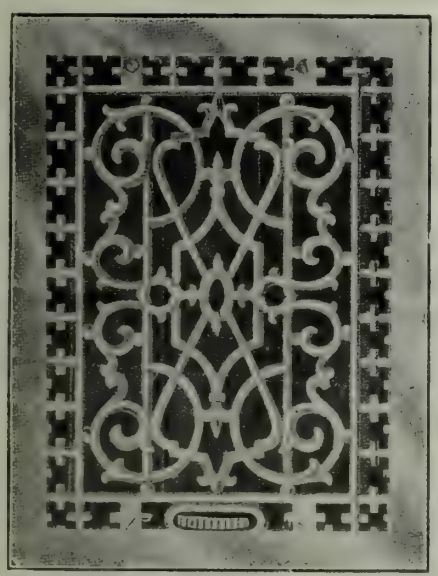

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Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago,
North American Hardware Co., Ltd., Montreal.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Plewes Ltd., Winnipeg, Man.

Letters and Figures, Embossed
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Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Stead & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

Lock Washers
H Paulin & Co., Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinery Supplies
Williams & Wilson, Ltd., Montreal, Que.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stamping
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
The Lyman Tube & Supply Co., Montreal.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bullock, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Neatsfoot Oil
W. Harris & Co., Toronto.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
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Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

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Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oil Storage Systems
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Cannon Oiler Co., Keithsburg, Ill.
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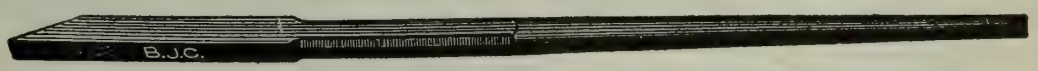

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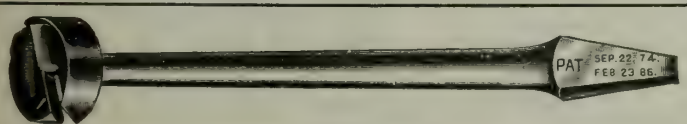

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Dennis Wire & Iron Works, London, Ont.

Packings
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Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
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British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
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E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd,, Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
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J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

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S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Ticket
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Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
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G. F. Stephens & Co., Ltd., Winnipeg.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto
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Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

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Dorken Bros. & Co., Montreal, Que.
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Gillette Safety Razor Co., Ltd., Montreal.
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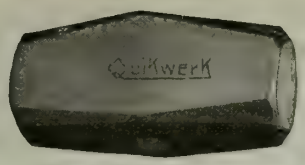

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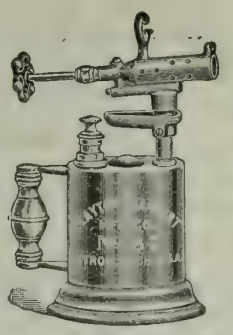

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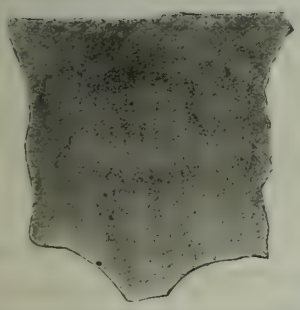

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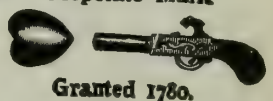

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Brantford Cordage Co., Brantford, Ont.
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L. S. Starrett Co., Athol, Mass.
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Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
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The Crescent Co., Meriden, Conn.
Saws, Coping
The Crescent Co., Meriden, Conn.
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The Crescent Co., Meriden, Conn.
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Manitoba Steel & Iron Co., Winnipeg, Man.
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Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

Tires and Tubes, Automobile and Motor Tr
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelp
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Toboggans
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cases
The Pilliod Lumber Co., Swanston, Ohio.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Store Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tube
W... Cane & Sons Co., Ltd., Newmarket, Ont.

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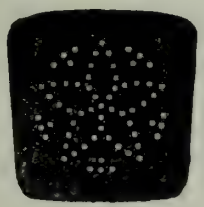

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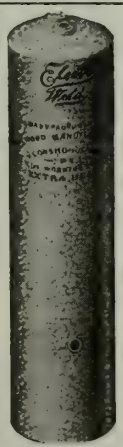

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IRON AND STEEL
HEAVY HARDWARE
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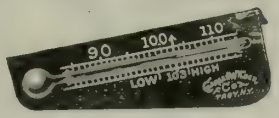

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Fulton Street - TROY, N.Y., U.S.A.

THE BUYERS' GUIDE

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubes, Boiler
The Lyman Tube & Supply Co., Montreal.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G. Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel, Flexible and Metallic
The Lyman Tube & Supply Co., Montreal.
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toront.o

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
Bemis & Call Hardware and Tool Co., Springfield,, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros, Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.,
The Hoyt Metal Co., Toronto.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Q

Subscription price of HARDWARE AND METAL is $3 per year or less than six cents per issue.

The Growth of the Deadly Drug Habit

IN the year 1912 only 35 ounces of Cocoaine was imported into Canada. Last year the imports had jumped to 12,333 ounces. In 1907 Canadians imported 1,523 ounces of Morphine. Last year we imported 30,000 ounces.

These figures tell a grim story. The drug habit is growing in Canada—growing so fast that it has become a national menace. The war, by teaching the use of opiates, has stimulated the habit and to-day the insidious disease is creeping into our homes and spreading its coils around countless victims. No class is exempt. It strikes everywhere.

Mrs. Murphy (Janey Canuck), police magistrate of Edmonton, has been engaged by MACLEAN'S MAGAZINE to write a series of articles on the danger and the means of checking it. The first article of this series appears in the February 15th issue (now on sale) and it is a powerful appeal for action against "the human canker-worms and caterpillars who fatten and batten on the unfortunate drug addicts"—the men and women who smuggle and sell the drugs. No better person could have been secured to handle this subject, for Mrs. Murphy is not only a powerful writer, but in her official capacity she has had an opportunity to see all phases of the drug traffic. What she writes has the ring of absolute authority.

Other Readable Features of a Strong Number

This, the first number of MACLEAN'S to appear on the semi-monthly basis, is a particularly interesting one. Here are some of the features:—

THE STORY OF THE ALLENS
By Floyd S. Chalmers

How Jule and Jay J. Allen built up their business from a two-by-four theatorium in Brantford, Ontario, to a twenty million dollar string of theatres—the story, in fact, of a business miracle.

THE BLOOD BROTHER
By W. A. Fraser

A strong, short story by the author of "Bulldog Carney" and "Thorobreds."

THE LAND OF NANNABIJOU
By Charles Christopher Jenkins

There's a huge part of Canada that has tremendous possibilities and yet has been neglected, overlooked. Mr. Jenkins tells about it.

THE MANTLE OF ELIJAH
By J. L. Rutledge

An unusual sketch of a politician, Ernest Lapointe, who is regarded as the successor of Laurier as leader of the Quebec wing of the Liberal party—a fascinating bit of inside political gossip.

THE DIAMOND HUNTERS
By Henry P. Holt

An exciting story of two Canadian sailors in the South Seas.

THE THREAD OF FLAME
By Basil King

A powerful serial story by this famous Canadian author.

And a score of other features—stories, articles and reviews.

Over 80,000 Canadian Families Read

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

FEBRUARY 15th ISSUE *Now on Sale At All News Dealers* ***20c***

Demand versus Acceptance

Editorial in "Printers' Ink"

A prominent retail merchant walked into the office of "Printers' Ink" the other day and asked us to advise advertisers to go easy on the you'll-have-calls-for-my-goods argument. According to this man, this plea does more harm than good.

He says that too often it is the concern that advertises only in flashes for the sole purpose of impressing the retailer, that is the loudest in talking about calls. The buyer discounts these promises, because he knows from experience that the few calls that such advertising may produce can be safely ignored.

When an article is well advertised, it may be taken for granted that the retailer will receive calls for it. But to emphasize this too much is dangerous. There is nothing easier than for the buyer to declare that he is not receiving calls. That is always his pet objection, and an overmastering one it is. Most salesmen give way before it.

As a matter of fact, the call argument is fallacious, both from the standpoint of the man who uses it to make a sale and also from the standpoint of the prospect who tries to get out of buying by saying he never had a call. Demand is not always expressed vocally. Advertising accumulates a host of desires in most persons that they do not express until a favorable occasion for the purchase of the desired article arises.

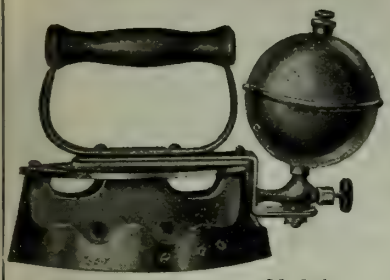
The chances are they may never ask for the product at all. Some time when they see it displayed, they will buy it merely by saying, "I will take one of those." Every experienced advertiser knows that advertising is vastly more potent in creating consumer acceptance of a product than it is in bringing oral demand for that product.

Recently one of Hart, Schaffner and Marx's largest dealers told us that it is seldom a man comes into his store and asks for this brand of clothes. This retailer is widely known as a Hart, Schaffner and Marx distributor. Customers who come in take it for granted that they will be given these clothes. They do not call for the brand; they accept it. Nine times out of ten that is the way advertising works.

It is a mistake to pin too much faith on the "call" theory. It is rarely a reliable guide. We heard a druggist not long ago say that he had greatly increased his sales since he stopped waiting for "calls" and began to handle everything that he thought his trade should buy. One illustration that he gave is graphic. He declared that he always carried dental floss, but did not display it because "there were so few calls for it." In an entire year he sold only a gross of floss. However, a salesman one day induced him to group all his dental goods in an imposing display. The sale of all this merchandise immediately increased. Almost everyone who came in picked something off the counter. The increase in the floss sales was particularly noticeable. Picking up a package his customers would say, "My dentist told me to use this. I did not know that you handled it." He now sells twenty-four gross of dental floss in a year. In this one case waiting for calls was euchring this druggist out of about 96 per cent. of his possible floss business.

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.



You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

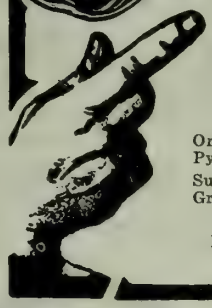
We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

NATIONAL STAMPING & ELECTRIC WORKS

CHICAGO, U.S.A.

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

NORCROSS

GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS

Sole Mfrs. BUSHNELL, ILL.

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited

PETERBOROUGH, ONT.

Our Step-Ladder Chairs are Winners

Also Step-ladders, Ironing Boards, Curtain Stretchers, Hercules Wire Stretchers, Reversible Drip Tub-stands, Clothes-bars, Eureka Post Hole Diggers, Malleable Iron Tank or Silo Lugs and Well Points.

Prompt attention given your enquiries.

Otterville Mfg. Co., Limited

OTTERVILLE, ONT.

"EASY EMPTYING" GRASS CATCHERS

"Favorably Known the World Over."

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog.

THE SPECIALTY MFG. CO.

St. Paul, Minn., U.S.A.

IRON FENCING,

of various designs,

WIRE WORK

of all kinds.

C. H. JOHNSON & SONS, Limited

Wire Works, St. Henry

MONTREAL

JC SPRAY CHEMICALS

BORDEAUX MIXTURE

Unquestionably the most efficient fungicide for many purposes.

J. C. Bordeaux Mixtures, powdered and paste, are *chemically accurate* and *physically perfect.* Very finely precipitated, thus ensuring maximum covering power.

Dependable because of unvarying quality.

Like all J. C. products, they are subjected to frequent tests in process of manufacture.

Guaranteed analysis on every package.

Write for Spray Booklet.

Other J. C. Sprays:

CAL-ARSENATE
LEAD ARSENATE
BORDO ARSENATE
BORDEAUX DUST

Made in Canada by

John Cowan Chemical Co.
LIMITED
1 Dalhousie Street Montreal

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

EXCELSIOR WIRE CO., LIMITED
VICTORIA SQUARE, MONTREAL

OWL BABBITT METALS

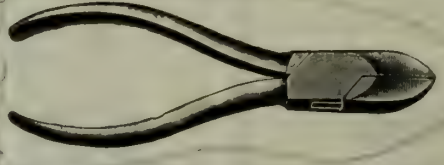
There's a good amount of business in your town in Babbitt Metals that you could capture by stocking Owl Babbitt
Owl Traction Babbitt for Tractors
Owl Babbitt Metal for Thrashers
Made by The Owl Metal Co., Ltd., Winnipeg

Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our Goods is top-notch. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

F. E. LINDSTROM
SWEDEN



PLYERS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 318 State St., BOSTON

"TIP ON"

"FROST KING" WEATHER STRIP

BOOK NOW FOR NEXT SEASON

The people demand it now after trying others.

Have You Received HARDWARE AND METAL Electro Catalog Yet ?

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

Have You Received Hardware and Metal Stock Electro Catalog Yet?

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Decalcomania Transfer

NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

DOON TWINES, LIMITED

KITCHENER, ONT.

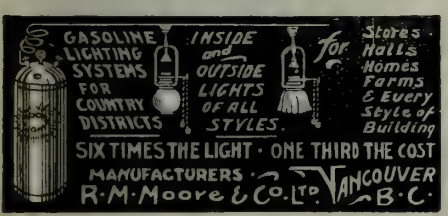
Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

DOMEKO BABBITTS

For High Speed Electric Motors and Heavy Pressure Service

THEY ARE NOT EXCELLED
Catalogue, and particulars on request.

The Dominion Metal Company, Ltd.
SHERBROOKE, QUE.

SMALL TURN BUCKLES

Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

To The Trade

Reed & Coombs (successors to Copp Stove Co.)
Empire Ave., Fort William, Ont.

Having taken over all the patterns of the Copp Stove Co. we are making all repairs for the stoves made by the Copp Co. Orders for the same will be filled promptly. General Foundry Jobbing and Nickle-plating.

TRANSFERS

FOR ALL PURPOSES
—IN GOLD OR COLORS—
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

Convenient, Efficient Price Cards for Hardwareman, Stationer, Druggist or any retailer.
The "ONLY" Price Card
Both sides ruled. Special stock, can be erased many times. Write for prices.
WEAVER-BEACH CO.,
5112 Central Bldg., Rochester, N.Y.

CROWLEY'S

ADSIGN

Registered

RAINPROOF COLOR

for use on Cotton or Mat Board

Manufactured by **C. R. Crowley** 667 St. Catherine W MONTREAL

"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

CLIMAX PAPER BALERS

ALL STEEL—FIREPROOF
"Turns Waste into Profit"
12 SIZES
Climax Baler Co.
Hamilton, Ont.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business
WILCKES, MARTIN WILCKES CO
[illegible] WILLIAM ST NEW YORK

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal

W. T. Evans, Can. Manager

Your Enquiries Promptly Answered

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — FIRST-CLASS SHEET IRON worker, one used to working 16 gauge up to 10 gauge sheet steel; capable of laying out any kind of work and taking charge of shop. State experience and age. A. E. Holmes & Bro. Co., Port Arthur, Ont.

WANTED — HARDWARE SALESMAN WITH window dressing experience, half time occupied in window dressing. Give age, salary and experience. Mills Hardware Co., Hamilton.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

TERRITORIAL MANAGER WANTED. WE make a big line of Sanitary Wire-grip Brushes, Dustless Mops and Dusters that are sold direct to the better class of homes by special salesmen who take the orders and later make deliveries and collections. We want a man who is financially able to carry a small stock to supply his salesmen and to such a man offer a good opportunity to build up a permanent, profitable business. Several good locations yet available in Canada. We shall also be pleased to hear from men who desire to sell a good line, as we now have several Canadian branches to supply specialty salesmen. Tell us all about yourself and we will send full details. North Ridge Brush Co., 247 Clark Ave., Freeport, Ill.

WANTED

Jobbing agents calling on hardware dealers, machinery users, automobile trade and garages to handle first grade products of Canadian manufacturing Company. Applicants must be well established and able to carry stocks. Remuneration — commission on all sales in the territory covered. Replies should state full particulars as to area covered, etc.

Box 311, Hardware & Metal

HAVE YOU RECEIVED HARDWARE AND METAL STOCK ELECTRO CATALOG YET?

SITUATIONS WANTED

FIRST-CLASS HARDWARE SALESMAN, 27 years old, single, eight years' thorough experience, seeks position with progressive Western or Ontario firm. Box 313, Hardware and Metal.

ELEVEN YEARS VALUABLE EXPERIENCE, including management of my own hardware store is offered by single returned man, 31 years old, to manufacturer needing a traveller, buyer or manager, or useful man in other position than clerking. Box 303, Hardware and Metal.

COMMISSION AGENT CALLING ON THE mining and lumbering business in the Cobalt and Porcupine District wants a few good lines. A. Lalonde, Box 131, Timmins, Ont.

COMMERCIAL TRAVELLER WITH FOUR years' experience calling on the trade with woodenware is now open to handle same line for the Maritime Provinces and has good connection. Woodenware, c/o McLean Publishing Co., Ltd., Toronto.

TO RENT

EXCELLENT OPENING

To rent, in the Village of Webbwood, Algoma, on the Soo Line of the C.P.R., forty miles West of Sudbury, hardware store and commodious warehouse; business established twenty-five years and has always been a money maker. Possession about March 1st. Apply to James Purvis, Sudbury, Ont., sole executor, late C. A. Purvis.

BUSINESS WANTED

WANTED—HARDWARE BUSINESS IN ON tario town or city with stock of $7,500 or more. Box 709, Hardware and Metal.

HELP WANTED

An Opportunity

THERE is an opening in the editorial department of HARDWARE AND METAL for a thoroughly trained hardwareman, who possesses initiative and executive ability. He must be a man who can develop into a forceful writer on business subjects pertaining to the hardware trade. This position offers splendid possibilities on the largest and fastest growing trade newspaper in Canada. HARDWARE AND METAL is one of the sixteen papers published by the MacLean Publishing Company. The successful applicant will be located at the Toronto office of the Company. Address all letters to MANAGER, HARDWARE AND METAL, 143 University Ave., Toronto, Canada.

FOR SALE

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixty years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

TINSMITH AND PLUMBING FOR SALE OR to rent in a good Eastern manufacturing town. A good country and mill trade. Apply to Box 302, Hardware and Metal.

For sale at reasonable prices, Genuine Swedish Iron Bars, full assortment of sizes. Apply Dillon Crucible Alloys, Ltd., Welland, Ont.

For Sale
Mild Steel Plates

About 2,265 3/16" mild steel plates 32½" by 40½"; also 4,666 (approximately) mild steel discs 12⅜" diameter cut out of 3/16" mild steel. All this material is in perfect condition and will be sold to the highest bidder. Offers invited for the whole or part. F.O.B. West Toronto. For further particulars, apply Box 306, Hardware and Metal.

MISCELLANEOUS

STOVE REPAIRS SUPPLIED FOR GARLANDS, Pen Esthers, Acmes, Crown Hurons, Supremes, Coronas, Renowns, Silver Kings, Grand Ideas, and all kinds of stoves and ranges. For full list and prices write Grundy Bros., Strathroy, Ont.

Hardware & Metal's unique circulation as proven by the A. B. C. Audit is due to 31 years of honest effort to give the retail trade the best possible service.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

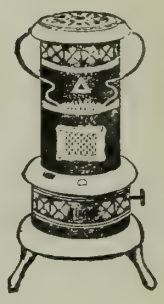
Retailers' Electro Service

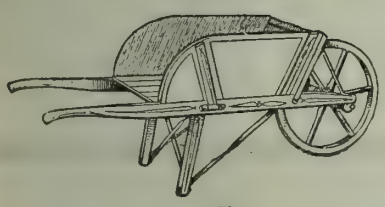
A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

366

251

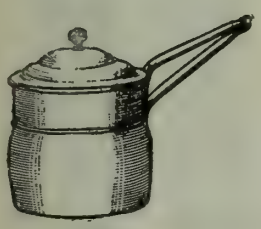
370


175


79

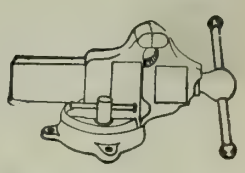
399

372


159

330

72


67

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

INDEX TO ADVERTISERS

Ackland & Son, D. 91
Acme Waste Mfg. Co., Ltd..... 111
Allen & Co., Ltd., L. B..... 92
American Enameled Products Co.... 28
American Pad and Textile Co..... 25
Army and Navy Mfg. Co..... 111
Ashdown Hardware Co., J. H..... 93
Atkins Co., E. C..... 9

Banwell-Hoxie Wire Fence Co..... 111
Barnett Co., G. & H..... 87
Barrett Co., The 101
Beatty Bros., Ltd. 83
Berry Bros. 23
Bissett & Webb, Ltd. 92
Bowser Co., Inc., S. F..... 79
Brett Co., The 92
British Smelting and Refining Co... 19
Burgess-Norton Mfg. Co. 13
Burlington Windsor Blanket Co..... 19
Butcher & Co., J. H..... 117
Butterfield & Co. 12

Cameron & Campbell 116
Canada Decalcomania Co., Ltd..... 117
Canada Metal Co. 79
Canada Paint Co. 60, 61
Canada Steel Goods, The 3
Canada Wire and Iron Goods Co.... 111
Canadian Flexible Skate Co..... 16
Can. Foundries & Forgings Co., Ltd. 103
Canadian K. K. Co. 28
Canadian National Carbon Co..... 81
Canadian Potato Machinery Co..... 18
Canadian Tube and Iron Co..... 105
Canadian Veneering Co. 111
Canadian Yale & Towne Co..... 28
Canadian John Wood Mfg. Co..... 111
Caron Bros. 117
Chesterman & Co., James..... 38
Chicago Flexible Shaft Co..... 15
Clayton & Lambert 107
Cleveland Stone Co. 28
Climax Baler Co. 106
Climax Cleaner Co. 16
Coghlin Co., Ltd., B. J..... 116
Collette Mfg. Co. 30
Containers, Limited 107
Cowan Chemical Co., John 116
Crane, Limited 107
Crescent Co., The 29
Crookes & Son, Jonathan 107
Crowley, C. R. 117

Davidson Mfg. Co., Ltd., Thos..... 18
Diamond Saw and Stamping Wks... 117
Dominion Cartridge Co..... 36
Dominion Metal Co., Ltd..... 117
Dominion Sheet Metal Corp..... 85
Doon Twines, Ltd. 117
Dorken Bros., Ltd. 31

Edelmann & Co., E. ..Inside front cover
Eureka Planter Co. 25
Evans, W. T. 117
Excelsior Wire Co., Ltd 116
Evans & Co. 107

Frost King Weather Strip Co. 116

Geneva Cutlery Co. .....Back cover
Gillette Safety Razor Co.....Front cover
Gendron Mfg. Co. 109
Glidden Co., The 71
Graham Nail Works 105
Greb Co., The 116
Great West Electric Co. 95
Guelph Spring and Axle Co..... 117
Gutta Percha and Rubber Co..... 10

Hamilton Stamp and Stencil Works, Ltd. 117
Hamilton Stove and Heater Co..... 6
Howland, Sons & Co., H. S..... 1
Hutton & Co., James 107
Hyslop Bros., Ltd. 35

Imperial Bit and Snap Co..... 107
Imperial Varnish and Color Co..... 99

Jacobs Mfg. Co. 12
James & Co., W. R..... 92
Jardine & Co., A. B. 30
Jennings Mfg. Co., Russell..... 117
Johnson & Sons, C. H..... 115

Kasement Skrene Dore Co..... 23
Kinzinger, Bruce & Co, Ltd..... 117
Korn Razor Co., Geo. W..... 31

Laidlaw Bale and Tie Co..... 30
Lamplough, F. W. 116
Landers, Frary & Clark 2
Leslie & Co., Ltd., A. C. 38
London Rolling Mills Co. 87
Lufkin Rule Co. of Canada, Ltd.... 120
Lyman Tube and Supply Co..... 14

Manitoba Iron and Steel Corp..... 91
Martin Co., The L..... 115
McArthur, Irwin & Co. 77
McArthur & Co., Alex..... 105
McClary Mfg. Co. 8
McDougall Co., R. 32
Meakins & Sons 97
Megantic Broom Co. 32
Merchant Hdw. Specialties, Ltd..... 92
Mica Co. of Canada, Ltd..... 117
Millers Falls Co. 11
Moore & Co., R. M..... 117
Moore & Co., Ltd., Benjamin .....
Morrison Brass Co., James 17
Myers & Bro., F. E. 87
Myers Co., C. A. 117

Nagle & Co., H. 27
National Stamping and Elec. Works. 116
Niagara Falls Metal Stamping Co.... 109
Nicholson File Co..... 27
Nineteen Hundred Washer Co..... 20
Norcross & Sons, C. S..... 116
North Bros. Mfg. Co..... 20
Northern Bolt, Screw and Wire Co., Ltd. 26
Northern Electric Co. 21
Nova Scotia Steel Co..... 87

Oakey & Sons, John 115
O-Rib-O Manufacturing Co..... 92
Ottawa Paint Works, Ltd. Inside back cover
Ottawa Trading Co. 26
Otterville Manufacturing Co..... 115
Owen Sound Wire Fence Co..... 117
Owl Metal Co., Ltd. 116

Parmenter, Bulloch & Co. 27
Pink & Co., Thos. 26
Prairie City Oil and Mfg. Co..... 92
Progressive Manufacturing Co..... 105

Ramsay & Son, A. 75
Reed & Co., George W. 26
Reed & Coombs 117
Renaud Motor Supply Co. 31
Rock Island Manufacturing Co..... 31

Saskatchewan General Investment Co. 95
Sharratt & Newth 31
Shurly Co., T. F. 29
Shurly, Dietrich Co. 14
Simms & Co., T. S. 73
Simonds Canada Saw Co., Montreal.. 93
Spielman Agency 105
Specialty Manufacturing Co. 115
Starrett Co., L. S. 4
Stephens Co., G. F. 89
Still Manufacturing Co., J. H. 29
Stover Mfg. and Engine Co. 29
Stratford Brass Co. 24

Taylor-Forbes Co., Ltd..... 23
Toronto Plate Glass Importing Co... 87
Trees & Co., Samuel 23
Trimont Manufacturing Co..... 24
Turner & Sons, J. J..... 115

Union Iron and Metal Co..... 32
United Brass Founders and Engineers, Ltd. 23
United States Sand Paper Co..... 32

Vol-Peek Manufacturing Co..... 27

Warren Forge and Tool Co..... 107
Wash Kosh Sales Co. 5
Weaver Reach Co. 117
Western Wire and Nail Co..... 116
Whites, Limited 33
Wilckes-Martin-Wilckes Co. 117
Wilder-Pike Thermometer Co. 111
Wilkins Co., Geo. H. 117
Wilkinson & Kompass 111
Williams & Co., J. H. 37
Wilt Twist Drill Co. of Can., Ltd... 7
Woods & Co., Walter 24
Wrought Washer Co. 24

LUFKIN SPRING JOINT WOOD RULES

Made in Canada

THE LINE YOU SHOULD CARRY
EXCELLENT ASSORTMENT

ASK YOUR JOBBER
PROMPT SERVICE

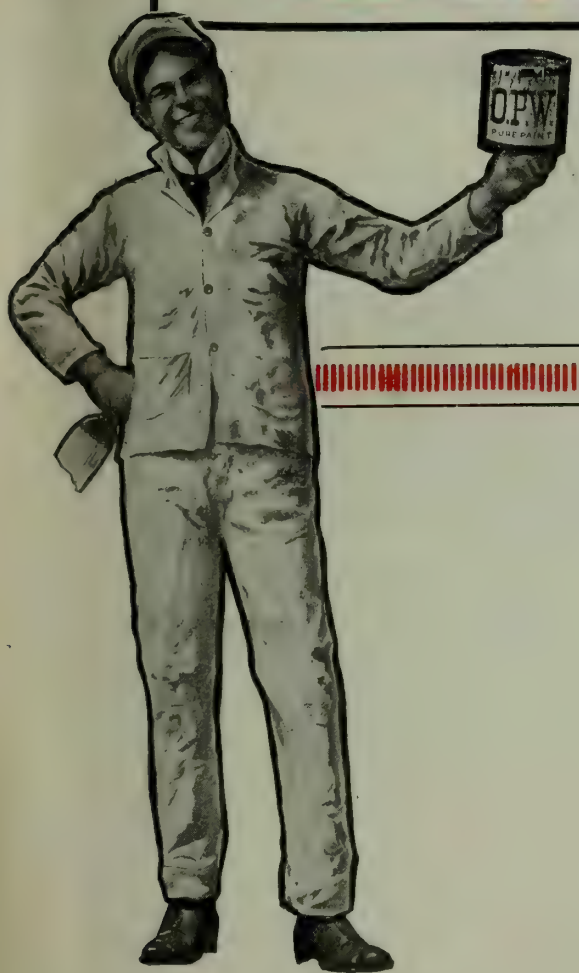
Flexible, tough sections, with brass-plated joints smooth-working yet firm and hold the rules up properly to their work.

FOLDING END HOOK ATTACHMENT

This is an improved and exclusive feature supplied on any of ***LUFKIN*** Spring Joint Rules at a fraction of additional cost. Just the thing for taking measurements out of arm's reach. Handy for any work.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.



"Paints and Varnishes for Every Purpose"

O.P.W. Floor Paint

One of the compelling reasons why O. P. W. FLOOR PAINT is preferred and stocked by dealers everywhere is that it is made from superior material, under rigid inspection, including a standardized test under all conditions. It has proved its excellence and superiority in actual tests, practical use, and every-day service, and has excelled all other floor paints here and abroad.

Every paint dealer in the Dominion owes to himself a thorough investigation of the exceptional advantages to his business offered by selling O. P. W. FLOOR PAINT.

Ask for convincing proof that it pays

E

is for "Excellent." O.P.W. Excels all others in Test or in Practical use.

Ottawa Paint Works, Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

The talk that sells razors

Barbers wouldn't hustle every little improvement into their shops and then keep right on shaving with any except the best tool for shaving purposes. Watch them—all using razors of the GENCO type.

Place our handsome GENCO Display Cabinet on your cutlery counter and note the quick results.

Nothing takes a man's eye like a creditable display of regular razors. Put a GENCO in his hand and call his attention to the three features dwelt upon in our national advertising.

(1) Its broad back; (2) Its hollow-ground blade; (3) Its slight but mighty important bevel backing up the GENCO edge. These perfect a razor compelled to go against the strop at the scientifically correct angle. ***Anybody can strop a GENCO Razor.***

Bing! goes your cash register. This talk right to the point has made a quick sale and a good profit for you. And you can insure this customer satisfaction, because "GENCO Razors must make good or we will."

Send to us to-day for information regarding the GENCO *Display Cabinet, free with your first order.*

Geneva Cutlery Corporation
159 Gates Avenue Geneva, N.Y.
Largest Manufacturers of High-Grade Razors in the World

New York City, 160 Broadway Chicago, Ill., 8 So. Dearborn St
San Francisco, Sheldon Bldg. Winnipeg, Can., 332 Bannatyne Ave

Genco RAZORS

U. S. Pat. Off.

CONVENTION REPORT IN THIS ISSUE

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII No. 8 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA FEBRUARY 21, 1920

Announcement!

The trade in general, and architects and engineers in particular will be pleased to know that we have completed arrangements whereby

TONCAN METAL

Galvanized Sheets

will be coated in our Hamilton plant and a complete assortment carried in stock. These **RUST RESISTING SHEETS,** imported and used in Canada in large quantities during the last ten years, will naturally be more popular than ever where *Extra Service and Durability* are needed.

Send for full information, and list of jobbers who handle these sheets.

DOMINION SHEET METAL CORPORATION, LIMITED
HAMILTON

The "Why" of O-CEDAR SUPERIORITY

The O-Cedar Polish Mop is known the world over as the standard Mop. By it all similar products are measured and judged.

Its success is due chiefly to the "chemical" with which it is treated—O-Cedar Polish.

Containing no substance that might be injurious to the finest of woods, free from quick dryers, acids, gums and greases, O-Cedar Polish may be used on any surface with perfect confidence.

The O-Cedar Polish Mop is made of steel, and so constructed that perfect "centre pressure" is obtained by the user. The Mop proper is securely fastened to the steel plate, with all parts firmly riveted. This is the Mop that thousands of careful Canadian housewives have selected; they use it not only on varnished hardwood floors, but also on painted, stained and oiled soft woods, as well as on oilcloth and linoleum.

Every O-Cedar Polish Mop sold makes another satisfied customer—one more woman who can be relied on to purchase O-Cedar Polish steadily thereafter.

SPECIAL NOTICE

Due to the ever-advancing cost of materials we have found it necessary to charge the consumer 25c extra for the O-Cedar Mop handle, which has formerly been given free with the purchase of a Mop.

Beginning February 1st, 1920, all orders for O-Cedar Polish Mops will be subject to an extra charge for Mop Handles, the charge being made of twenty-five cents (25c), less such discounts as those worthy may be entitled to.

CHANNEL CHEMICAL COMPANY LIMITED TORONTO

O-Cedar Polish

HARDWARE AND METAL, February 21, 1920. Volume XXXII., No. 8. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Spring will soon be in the air

and with spring comes cleaning—cleaning of the home, renovating of the furnishings, fixing up the old car and generally touching-up everything, ready for the taking on of new life by Dame Nature.

Among those lines which will be called for during the spring renovating period will be:

Johnson's Products

For the Home—
Johnson's Floor Wax.

For the Auto—
Johnson's Prepared Wax.
(Liquid and Paste)
Johnson's Carbon Remover.
Johnson's Radiator Cement.
Johnson's Stop Squeak Oil.
Johnson's Cleaner.
Johnson's Hastee Patch.

C and B Floor Wax
Alabastine *(in 2½ and 5 lb pkgs)*
O-Cedar Mops and Polish
Liquid Veneer *(polish, mop and spray pump)*

SORT YOUR STOCKS WHEN THE "RICE LEWIS" MAN CALLS OR WRITE DIRECT

RICE LEWIS & SON LIMITED TORONTO
HARDWARE
ESTD 1847

"The House of the Padlock"

UNIVERSAL
ELECTRIC HOME NEEDS

UNIVERSALIZE YOUR ELECTRIC STOCK

It isn't necessary to put dynamite under UNIVERSAL Goods to move them. They never become members of the Old Settlers' Fraternity. They are quick to move when their price is in sight. You know that. But sometimes UNIVERSAL Home Needs that should be working in homes are loafing on store shelves. This is largely because they are not displayed. Often they are hidden by goods that are less attractive, less in demand, on which there is less profit.

If you have any UNIVERSAL stock that seems to have forgotten its way out of your store, tidy it up and let it be seen by your customers. You cannot go wrong by showing or selling anything with the UNIVERSAL Trade Mark. Move every UNIVERSAL article out of your store—that's the best way to make room for more.

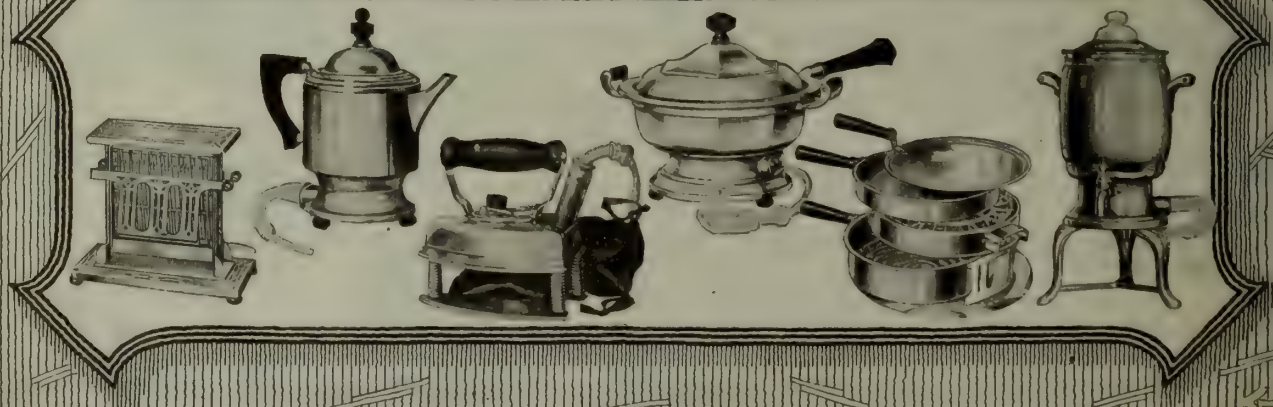
"UNIVERSALIZE THE HOME." That's the big idea which is being promoted in UNIVERSAL advertising. It is helping dealers to put UNIVERSAL goods into every home, everywhere.

Canadian Representative :

Montreal **A. MACFARLANE & CO., LIMITED** Quebec

LANDERS, FRARY & CLARK
New Britain, Conn.

The Trade Mark known
UNIVERSAL
in Every Home



RELIABLE
TRADE MARK

Are You Getting Repeat Orders For Batteries?

You will, if you always carry a full stock of Reliable Batteries. Your customers these days demand the best. Reliable Batteries contain that necessary quality to create customer satisfaction and secure **repeat orders.**

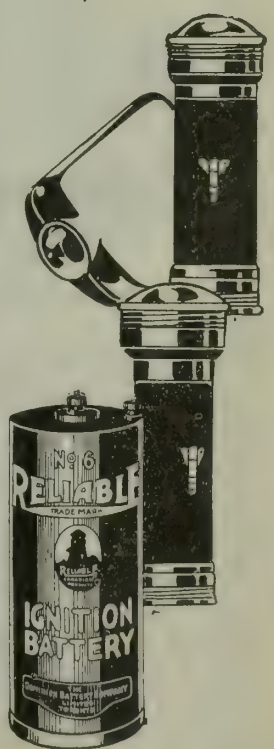
Reliable Batteries can't fail to please. And when you please your customers you are building your business firmly. Each Reliable Battery is made of the most carefully selected materials and tested three times before reaching your customers.

Another feature of Reliable Batteries that never fails to get you **repeat orders** is the ***BIG BRASS CAP.*** The ***BIG BRASS CAP*** puts every spark of energy to work. Assures your customers of a battery that will always give them full value and fulfill every ignition demand.

You should also carry a full stock of Reliable Flashlights and Reliable Flashlight Batteries. The largest Reliable Flashlight will give your customers 12 hours constant service and 16 hours of intermittent service.

Complete your Reliable stock by handling Reliable Ignition Units. You can recommend them for any ignition use—won't go dead on your shelves—are also in the **repeat order** class.

You want to please your customers? You want **repeat orders?** You want a large margin of profit? Then stock up now with Reliable Products.



THE DOMINION BATTERY CO. LIMITED
736 DUNDAS STREET EAST
TORONTO CANADA

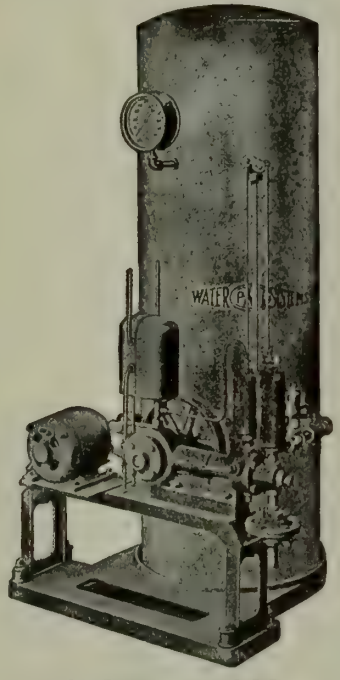
"Lively and Lasting"

Northern Electric
POWER AND LIGHT

The complete line of Electric Farm Plants and Accessories

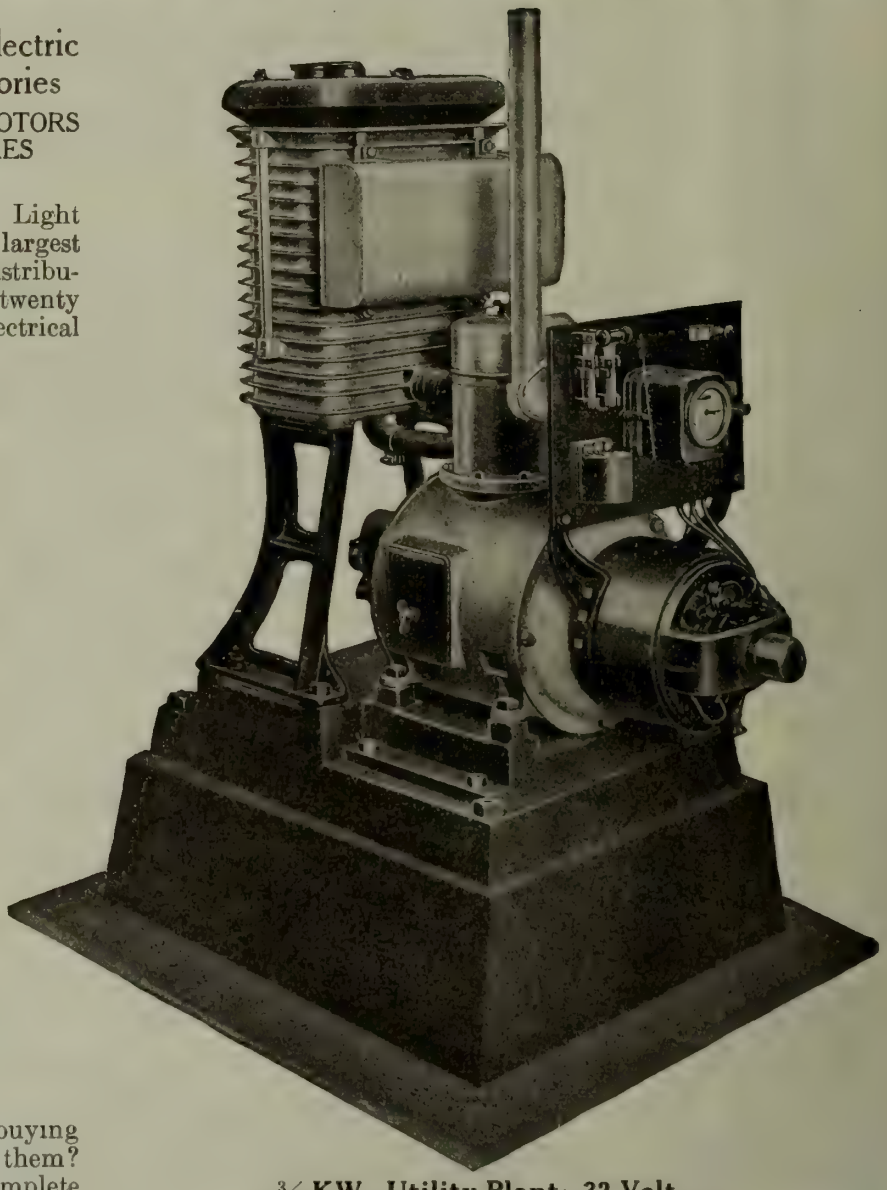
PLANTS---WATER SYSTEMS---MOTORS
HOUSEHOLD DEVICES---WIRES
AND SUPPLIES

Northern Electric Power and Light plants are backed by one of the largest electrical manufacturers and distributors in Canada. For more than twenty years we have specialized in electrical supplies FOR THE FARM.



Tank, Pump and Motor

Hundreds of farmers are now buying water systems. Are you selling them? At your service, the most complete line—any size. Automatic—Air pressure—open tank or hand controlled.



¾ KW—Utility Plant—32 Volt

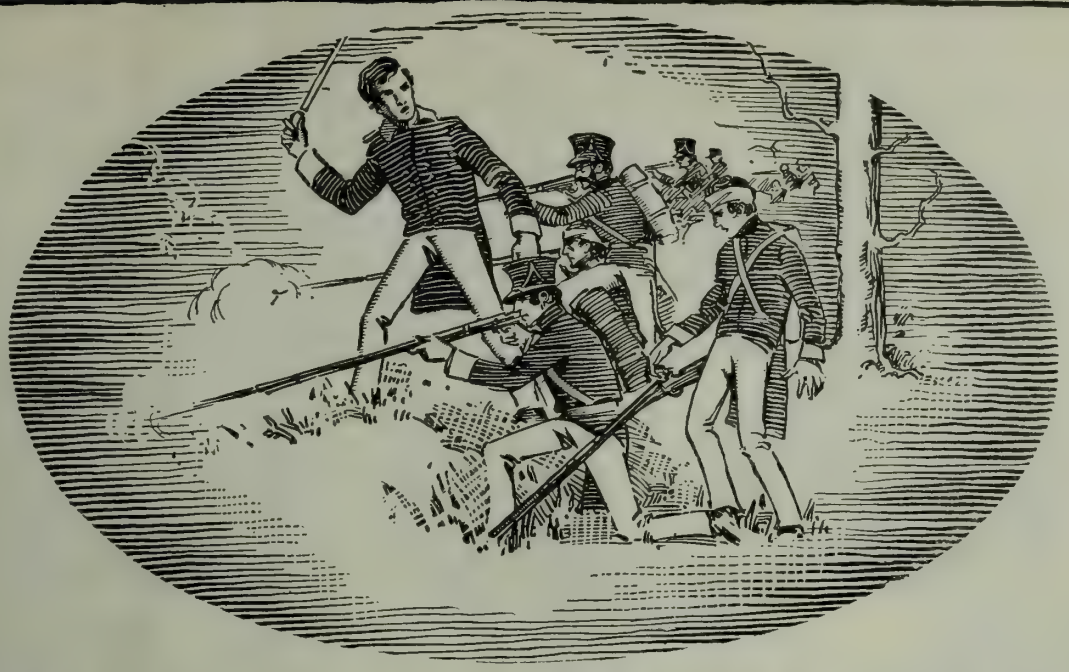
The greatest value ever offered the Canadian Farm

DEALERS:

The Electric Farm Plant field is practically untouched. Your prospects are numbered by the thousands. You can get into this profitable business by writing our nearest house to-day.

Northern Electric Company
LIMITED

Montreal **Ottawa** **London** **Vancouver** **Calgary**
Halifax **Toronto** **Winnipeg** **Regina** **Edmonton**



WHEN ABRAHAM LINCOLN WENT TO WAR

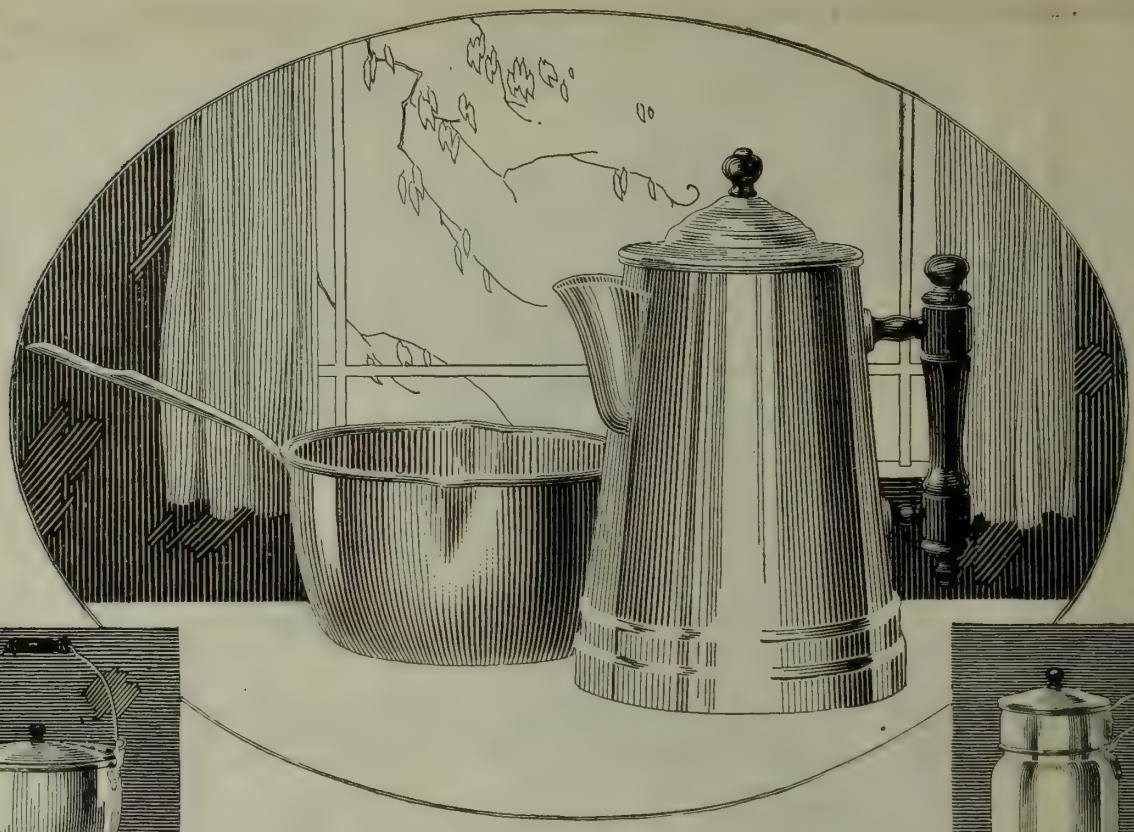
HE was elected Captain Lincoln by the company of volunteers who pledged themselves for thirty days to help put down the rebellion of Black Hawk, Chief of the Sacs. But when the thirty days were over, and Black Hawk was as far from being overcome as when this lawless, undisciplined, and rebellious company entered the service, they decided that they had had enough of army life and went back to the farm. Not so with Lincoln; he had enlisted to put down the Indian rebellion, and having put his hand to the plow would not turn back.

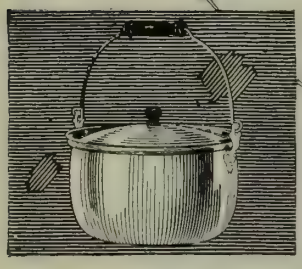
In 1824, six years previous to the Black Hawk War, the Plymouth Cordage Company was founded by Bourne Spooner. Like Lincoln, he hated slavery on both moral and economic grounds. Honesty of purpose, and a determination to surmount all obstacles, characterized them both. Since Lincoln went to war, the company thus well founded by Bourne Spooner has become the largest manufacturer of honest rope and twine in the world.

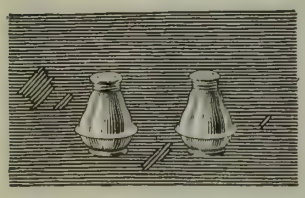
PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

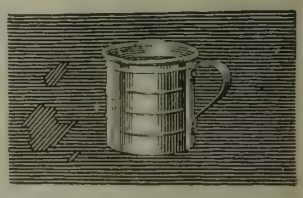
PLYMOUTH ROPE

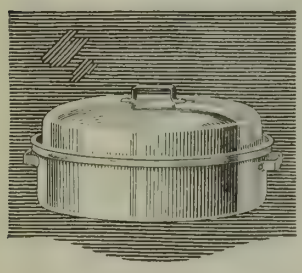
No.6











Ask Any Woman You Know

Put the matter up to any woman interested in home affairs. Ask her what ware she prefers for cooking. The chances are her answer will be "aluminum."

Aluminum is her choice because it is light, durable, does not chip or crack, and is fuel-saving. In the long run it is the most economical ware she can buy.

VIKO, The Popular Aluminum, is a great line to handle. It includes an extraordinarily wide range of utensils. From it your customers can fill every kitchen need. It is popular in price, too. And well constructed. Don't forget that last, for it means repeat business.

Ask Your Jobber

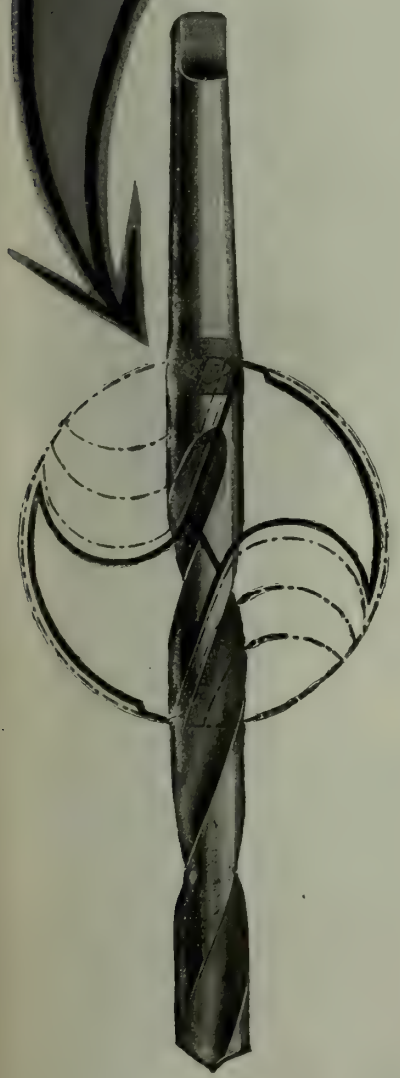
Aluminum Goods Manufacturing Co.
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

VIKO

The Popular Aluminum

WILT

High Speed and Carbon Twist Drills, Reamers and Milling Cutters



Are Faster
More Accurate
Require Less Power
Need Less Regrinding
Give Longer Service
Sell Easier
And Increase Your Turnover

"Where There's a WILT-There's The Way"

Wilt Twist Drill Company

of Canada, Limited

Walkerville **Ontario**

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England

They're Made by

EDDY

The Eddy label on every box is a sufficient guarantee to the Canadian consumer that

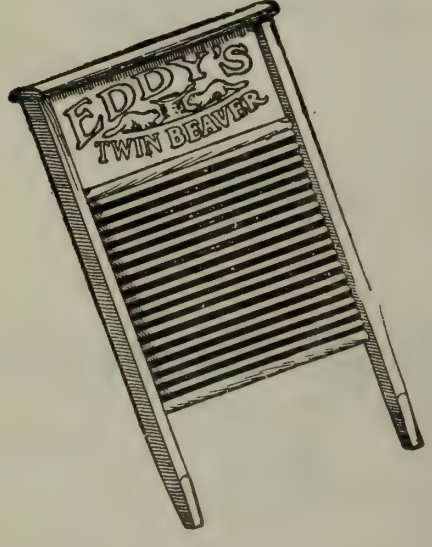
Eddy's Silent Five

is a quality match.

Silent Striking, Non-Poisonous and with **no dangerous Afterglow** Eddy's Silent Five is a worthy product of a house with 60 years reputation for the making of better matches.

Equally reliable are

Eddy's Indurated Fibreware Utensils



Light, durable and sanitary—the kind every woman appreciates. Washtubs, Washboards, Milk Pails, Butter Tubs, Household Pails, etc., are all included in this Eddy line.

Sells as readily as Eddy Matches.

QUALITY and CONSUMER PUBLICITY make Eddy displays productive.

The

E. B. Eddy Co., Limited

HULL, CANADA

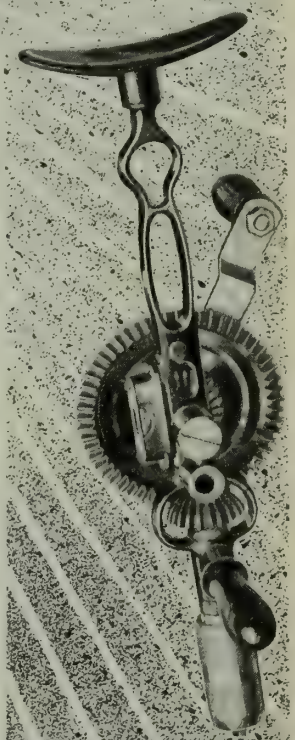
MILLERS FALLS TOOLS

Have You All Five?

For fifty years the Millers Falls name has stood for tool-making ingenuity and the utmost in tool quality and finish.

In recent years it has also meant the most widely advertised tool line. Our consumer advertising has featured these five tools here and has made them in a very real sense standard tools for every dealer to carry. You can add what others you need, but these at least should be in your stock to take advantage of our advertising campaign.

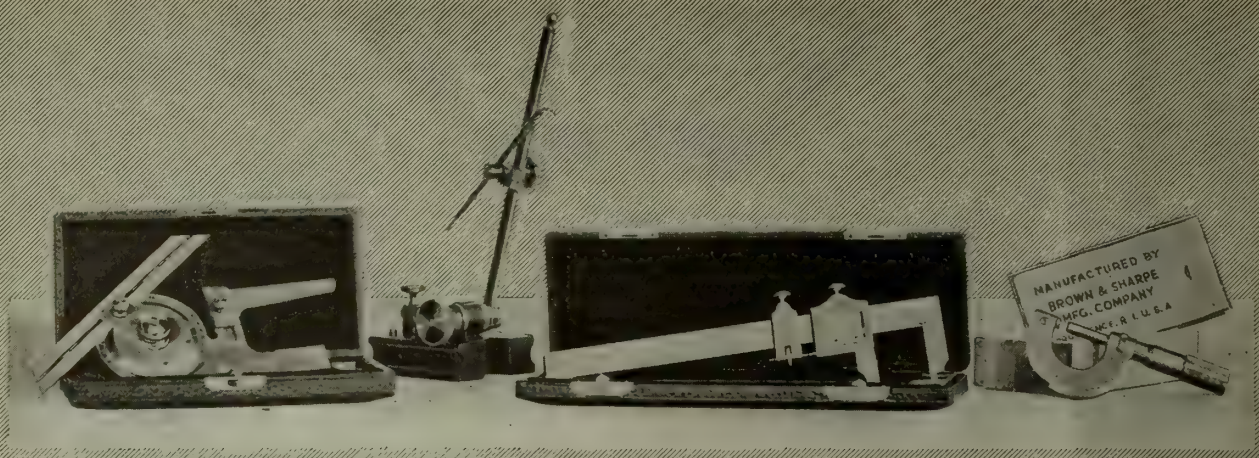
Write us for details of our offer to dealers.



MILLERS FALLS CO.

"Toolmakers to the Master Mechanic"

MILLERS FALLS - MASS.



B·S TRADE MARK

B&S Tools

B·S TRADE MARK

Could You Sell This Product?

Place a product on the market, advertise it in a manner that will compel the public to recognize the quality and service invested in it.

Continue this campaign over a period of eighty years so that a reputation for quality will be established in every corner of the world where the product is used. Make it a by-word with its users.

Would you doubt its selling power at the end of such a period? We don't see how any dealer could. This is the backing you get and the reason we so strongly recommend you to stock

Brown & Sharpe Machinists' Tools
Established 1833

BROWN & SHARPE MFG. CO.

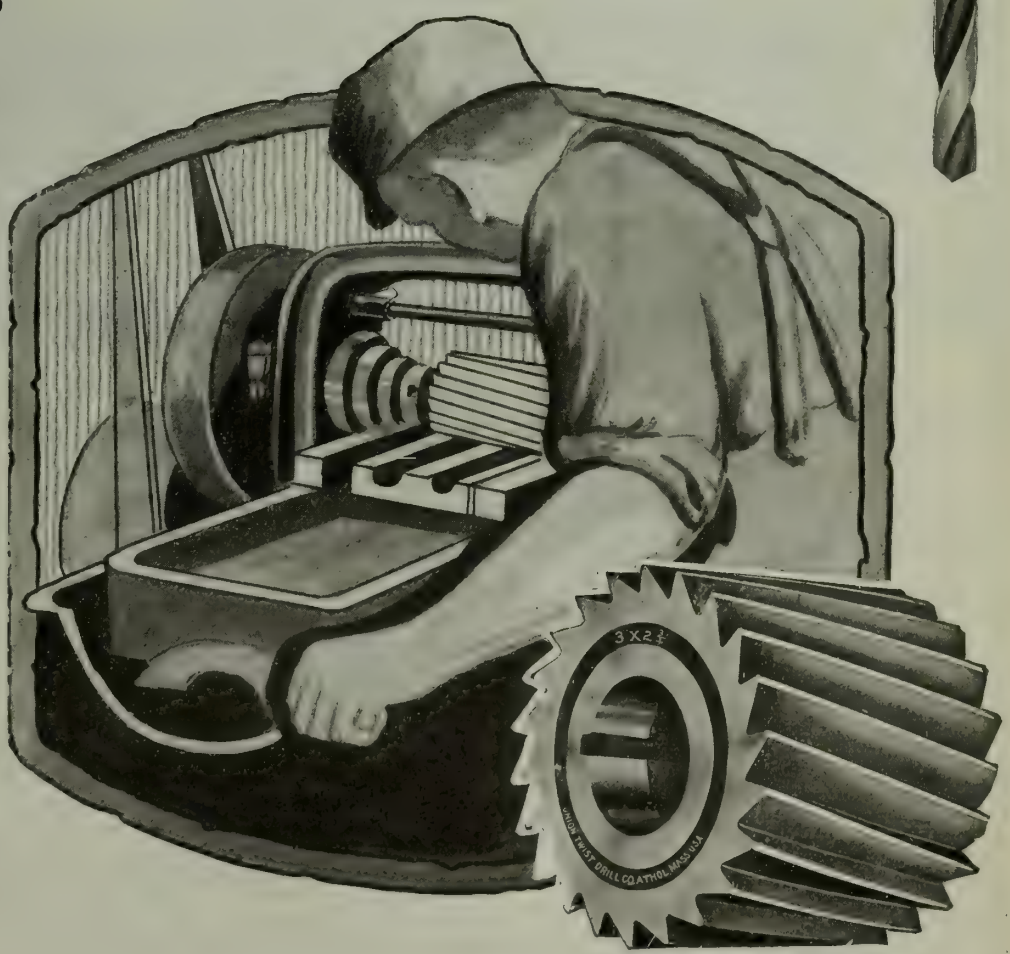
Providence, R. I., U. S. A.

A Stock of our tools is carried at our Chicago Office and Store
626-630 Washington Boulevard, Chicago, Illinois

BUTTERFIELD

Carbon and High Speed
Twist Drills
Milling Cutters
Reamers
Taps
Dies

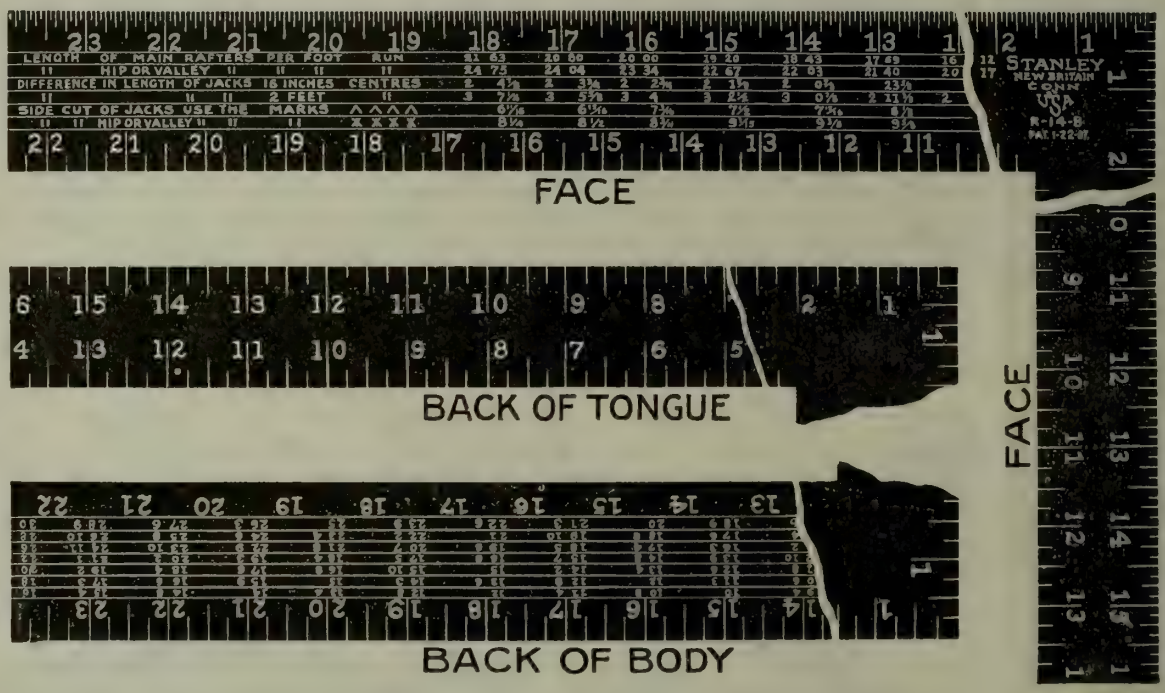
Butterfield—another name for Standard Tools of Canada. A name that spells speed, accuracy and reliability to the mechanic—production to shop executives—and to the dealer—profits from satisfied, permanent customers. The "Reason Why" is demonstrated in every shop and over the counters of every Butterfield dealer.



Butterfield & Co., Inc.

ROCK ISLAND, QUEBEC

Stanley Tools



Stanley Carpenters' Steel Squares

Each Square is made from *one* piece of steel, and all four edges are machined. The graduations are accurate and cut deep.

All five corners are hardened, adding greatly to the wearing qualities of the tool.

They can be furnished in a variety of finishes which include Royal Copper, Blued, Nickel-Plated, Galvanized and Polished.

Each Square is packed in an anti-rust envelope.

Send for further particulars

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives:

A. MACFARLANE & CO., Limited, Montreal, P.Q.

ARMCO IRON

Armco Iron Washing Machines Will Last Longer

Armco Iron washing machines have been in continuous service for many years and have not cost the users one cent for repairs, because all sheet metal parts are made of heavily galvanized Armco Iron.

The housewife buys a washing machine in the first place, so as to get away from Monday morning washtub drudgery. Then she naturally thinks of one that will give her *the longest service.* That is why she chooses a washing machine built of Pure Armco Iron.

Galvanized Armco Iron makes the most durable washing machines because Armco Iron itself is exceptionally pure and even. For that reason it resists rust, and is impervious to the corroding action of strong alkali soaps. And, because of its exceptional purity, uniform evenness and its freedom from imprisoned gases, Armco Iron takes and holds a purer galvanized coat than any other material. Hence, the galvanizing won't crack, peel or flake off into the wash and thus cause injury to delicate fabrics.

Washing machines, with the sheet metal parts made of Armco (American Ingot) Iron, are made by such well-known manufacturers as

ALTORFER BROS., Peoria, Ill.
"A-B-C Superior Electric."

BROKAW-EDEN MFG. CO.
New York City. Alton, Ill.
"Eden."

CRYSTAL WASHER MACH. CO.
Detroit, Mich.
"Crystal"

DEXTER COMPANY, Fairfield, Iowa.
"Dexter Cruiser"

FEDERAL SIGN SYSTEM
Chicago, Ill.
"Federal Electric Washer"

GETZ POWER WASHER CO.
Morton, Ill.
"Getz"

PITTSBURGH GAGE & SUPPLY CO.,
Pittsburgh, Pa.
"Gainaday"

VICTOR MANUFACTURING CO.
Leavenworth, Kan.
"Wonder Washer"

RULLMAN VACUUM WASHER CO., Omaha, Nebr.
"Rullman's New Rapid Vacuum Washer"

The trade-mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence, and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Write them or us for full information regarding Armco Iron washing machines

THE AMERICAN ROLLING MILL COMPANY, Middletown, Ohio

ARMCO IRON Resists Rust

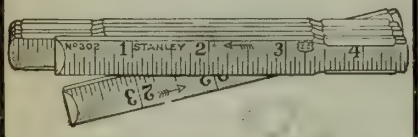
SKILLED MECHANICS DEMAND

STANLEY PLANES

A PLANE FOR EVERY PURPOSE

Everyone Will Faithfully And Well Perform All Work It Is Intended For

Stanley Tools



"Zig-Zag" Rules

They might very properly be called "Folding Tapes". They, however, have the advantage that, as the joints are held open by springs, they can be used to measure across openings by supporting the end away from the user, where, with a tape, it would be necessary to have one person hold each end, or else hang the outboard end on a nail, necessitating additional climbing. In many cases, they are useful for measuring concave, convex and various uneven surfaces. When folded, they are compact and easily go in the pocket. A handy and convenient rule for mechanics and householders.

MADE BY

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

SOLD THROUGH

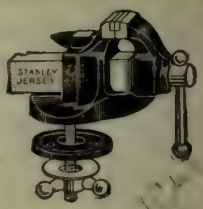
CAVERHILL, LEARMONT & CO.

MONTREAL

127 Varieties Stanley Planes in Stock

Stanley Tools

Stanley "Jersey" Vises



A small vise is a mighty handy article for the shop or family tool chest

"Jersey" Vises are just what you need. They are small, but very strong and substantial. Made in a number of different sizes and styles.

Stanley Plumbs and Levels

are made of thoroughly seasoned and selected stock, and have many valuable features which will appeal to every lover of good tools. Made in all styles for **Carpenters, Masons, Plumbers, Machinists, Millwrights, etc.**

WE DO NOT MAKE ALL THE ENAMELED WARE, BUT WE MAKE THAT GOOD KIND WITH THE MARK

SMP
"QUALITY"
TRADE MARK

PEARL WARE DIAMOND WARE
SMP WHITE WARE

EVERY KITCHEN SHOULD HAVE A COMPLETE LINE OF ENAMELED WARE UTENSILS BECAUSE OF ITS CLEANLINESS, ATTRACTIVENESS AND **DURABILITY.** HAVE SATISFIED CUSTOMERS BY RECOMMENDING ANY OF THESE LINES AND SO INCREASE SALES.

SHIPMENTS MADE PROMPTLY

THE **SHEET METAL PRODUCTS CO.** OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG
VANCOUVER

In a highly competitive roofing market, those dealers, who handle a material that is out of the competitive class, are enjoying satisfactory profits. Read why.

Getting away from Competition

EVER since the introduction of the so-called "rubber-type" roofings, competition in roofing sales has been growing keener.

This has probably been because there is really little choice between most "rubber" roofings. Preference has been and still is regulated almost entirely by price. Somehow the impression has been created that one "rubber" roofing is as good as another.

But progressive dealers are making a different appeal to their customers —they are offering a roofing that competition can't touch for durability and weatherproof quality.

Through Johns-Manville Asbestos Roofing, these dealers are taking their roofing business right out of the competitive class. And by so doing they interest, in addition to those customers who buy on price, an entirely new kind of prospect—those to whom first cost is secondary —those to whom the questions of fire resistance and durability are of greater interest.

Your experience with Johns-Manville Asbestos Roofing will quickly convince you of the greater profits that result from carrying roofing that is inherently better because it is made from Asbestos.

Ask the nearest Johns-Manville Branch for information about this opportunity.

Johns-Manville Asbestos Roofings are approved by the Underwriters' Laboratories, Inc.

***List of roofings**—Asbestone, Johns-Manville Standard and Colorblende Asbestos Shingles, Johns-Manville Asbestos Ready Roofing, Johns-Manville Built-Up Asbestos Roofing, Johns-Manville Corrugated Asbestos Roofings.*

CANADIAN JOHNS-MANVILLE CO., LIMITED

Montreal Toronto Vancouver Winnipeg Hamilton London Ottawa

JOHNS-MANVILLE SERVICE
COVERS THE CONTINENT

Through—

Asbestos

and its allied products

JOHNS-MANVILLE
Serves in Conservation

Heat Insulations, High Temperature Cements, Asbestos Roofings, Packings, Brake Linings, Fire Prevention Products

JOHNS-MANVILLE
ASBESTOS ROOFING

Sales Insurance

That's what our advertising is: it protects your future sales as well as ours.

DEALERS often ask why we advertise when we can't make Westclox fast enough to supply the demand.

There's a sound business reason that answers this question; and it's a reason that comes very close to your own pocket-book, too.

Westclox advertising today doesn't take the part of a salesman out trying to close the order *immediately*. Rather, it is building for the future.

Most of the clocks you sell so easily today are selling as a result of advertising that we have done during the past years; *not during the past month.*

Advertising works slowly. It tells its story, leaves the right impression about the product and the manufacturer of that product. Very rarely, perhaps, does it send the customer directly into your store on the same day he reads the advertisement.

So, today we are building sales for the future, and maybe you'll want them much more sometime in the future than today.

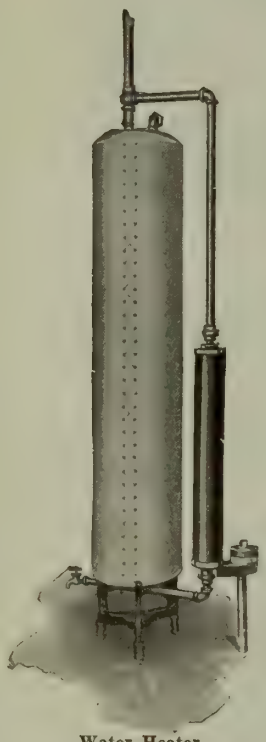
Remember, too, that the public forgets very quickly. People must be kept reminded. If you, for instance, had your store open only every other week, or every third week, you'd soon find your customers going elsewhere.

That, then, is the job for our advertising: to insure business for the future. Business for you and business for us—for we both expect to be in business for a good long time to come.

Western Clock Co.—makers of Westclox

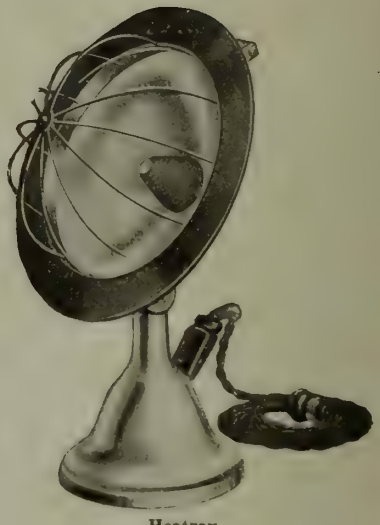
La Salle and Peru, Ill., U. S. A.

National ELECTRIC



Water Heater
Cat. No. 930

C 6 Range. Cat. No. 606



Heatray
Cat. No. 1210

Mr. Hardware Man:

Have you put in your spring order for appliances? If not, help us to give you good deliveries by ordering now.

The Most Complete Line of Electrical Heating and Cooking Appliances

MADE IN CANADA

Iron
Cat. No. 106

The National Electric Heating Co., Limited

Toronto

GOODELL-PRATT

1500 GOOD TOOLS

MITRE BOXES

All Steel

For fifteen years the GOODELL-PRATT All Steel Mitre Boxes have been gaining favor with mechanics because they are **unbreakable**.

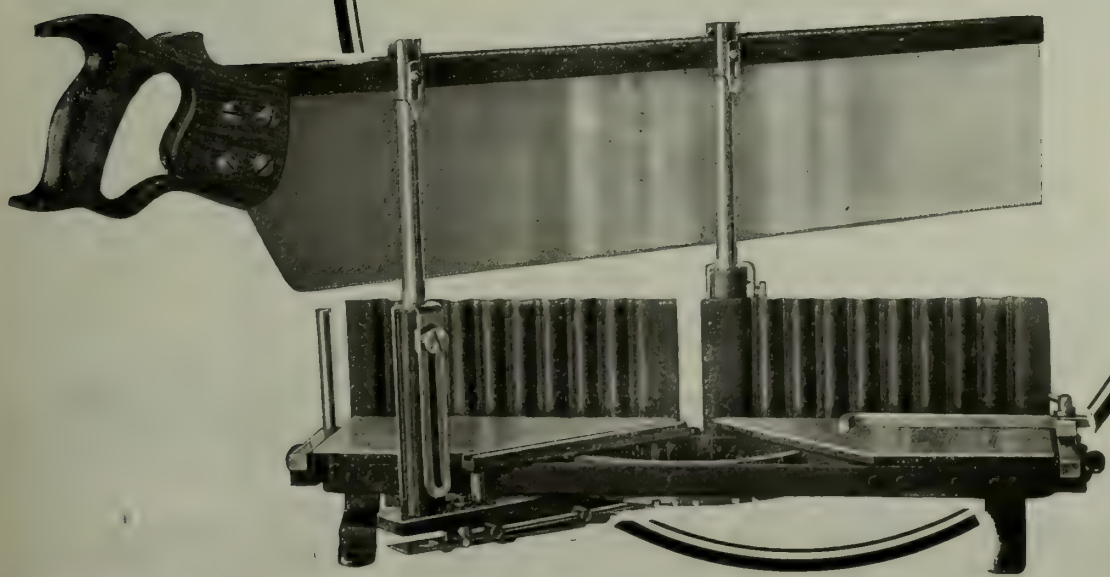
Durability is one of the principal features of these tools. Every GOODELL-PRATT All-Steel Mitre Box is also provided with an Automatic Lock to hold the saw elevated, a stop to regulate the depth of cut, Automatic Lock to make all regular angles, and Quick Lock for all other angles.

Boxes can be furnished with or without extra acute angle attachment.

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass. U. S. A.



"Corner" the work properly and a large part of the trouble with breaking saws, stripped teeth, etc., will vanish.

Just stop and think how and why a hack saw cuts. Imagine how your razor would act if you always shaved against the grain.

When locking up work in the vise on a power hack saw machine, see to it that the angle between the forward edge of the teeth and the work is as great as possible, in other words, don't set the work so that the saw "digs in" on the cutting stroke. If you're cutting a tee, start the cut in the base, not the stem, of the material. On an I-beam or a channel, arrange the stock so that the blade is cutting more than one surface at a time. Always set the stock so that the greatest possible number of teeth will be engaged throughout the work.

The Starrett Hack Saw Chart simplifies a lot of hack saw problems. Write for a copy of Chart and Catalog No. 21 "M.A."

THE L. S. STARRETT CO.

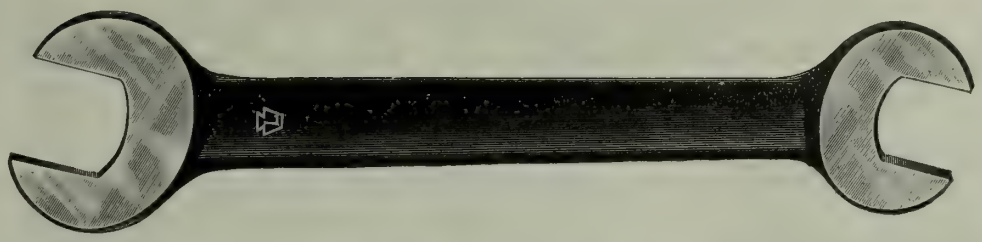
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASSACHUSETTS

Help your customers to help themselves by keeping them supplied with Starrett Hack Saw Charts.

42-20

Starrett Hack Saws

"LAKESIDE" DROP-FORGED WRENCHES



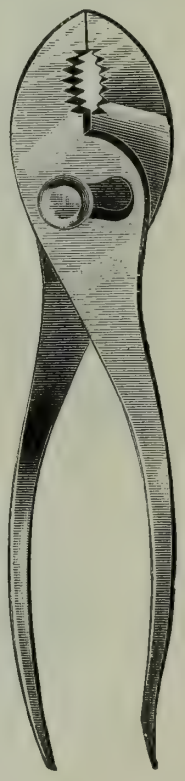
SOLD ON THEIR MERIT

"LAKESIDE" Drop-Forged Wrenches are known to be the "Best by Test" as to their Strength, Workmanship, Quality, Appearance and General Utility Purposes.

Made in All Standard Patterns and Sizes and for All Purposes.

"LAKESIDE" ADJUSTABLE WRENCHES

Drop-Forged Bar
Made in All Styles and Finishes
Made in the Following Lengths:
4¼, 5, 5½, 7, 9, 11, 14 and 18 inches.
Without a Doubt as Good an Adjustable Wrench that can be had.



"LAKESIDE" DROP-FORGED PLIERS

For Quality They are Unsurpassed.
Made in all Finishes
Sizes: 6, 8 and 10 inches.

Ask Us To Send Catalog.

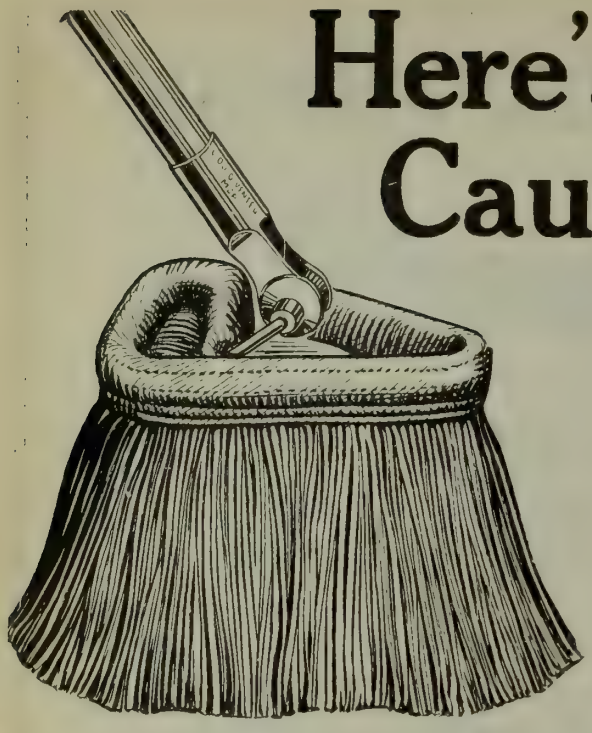
WIEBUSCH & HILGER, LIMITED

106-110 Lafayette Street **New York City, N.Y.**

Canadian Selling Agent:

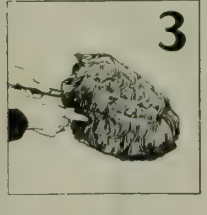
JAS. GERARD KERR, 411 ST. NICHOLAS B'LD'G., MONTREAL

Here's the Mop that Caused a Sensation



In less than six months this wonderful new mop has achieved a distribution and sale little short of marvelous. Dealer after dealer has reordered. The mop is so superior, so attractive, so broadly advertised that *it actually sells itself*. More than that, it greatly increases sales on the good, old standby Liquid Veneer.

Add to all this, *Liquid Veneer quality* clear through and you will understand the success of the new.



LIQUID VENEER MOP

MADE IN CANADA

You make a *clear profit of* 66 *per cent.* on your investment selling these mops and Veneer. You simply can't go wrong; the goods actually sell themselves.

Consider the 5 new points of superiority. (1) Mop is treated with Liquid Veneer instead of some oil. (2) The swab comes off frame with a pull—as a curtain from a rod—easy to wash, wring out, dry and replace. (3) Mop has full soft yarn center giving greater cleaning surface and fully protecting the floors. (4) The long 54 in. handle easily adjusts to any position. (5) Extra swabs may be obtained separately in individual containers.

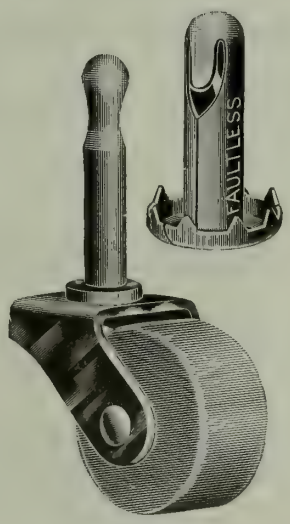
The mops are packed in the handsomest, brightest colored metal cans on the market today. Don't overlook this wonderful opportunity. Write your jobber or us.

Buffalo Specialty Co.

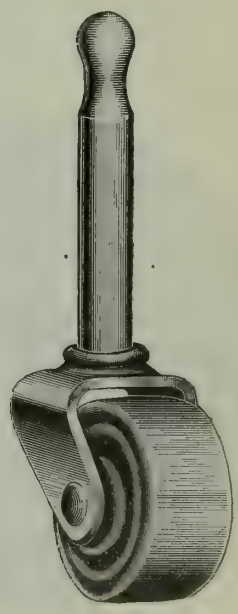
Bridgeburg, Ont.

A Faultless Caster
To Suit Every Customer

"Move the FAULTLESS WAY"



Only three of our 2500 different sizes and styles.



With twenty-five hundred different sizes and styles there is a caster to meet every requirement and suit every customer. The Faultless Casters of to-day are the result of trial, test, and experience during twenty-five years directed to perfecting this popular line.

We produce a complete line of Pivot-Bearing, Grip Neck, Metallic Bedstead and Plate Casters—Send for samples. Prompt delivery of carefully filled orders guaranteed.

Faultless Caster Company

Evansville **Indiana**

Send For Catalog "G"

CARBORUNDUM

Carborundum Valve Grinding Compound

BUSINESS getters, every one of them, because each is so necessary in every garage, shop, and factory and the demand is growing every day everywhere.

For instance—

Carborundum Valve Grinding Compound

The quickest, surest, cleanest cutting of all compounds—for grinding the valves of all automotive engines.

The garage man wants it—the owner needs it—the factories demand it.

Stock it in one- and five-pound tins and the handy combination cans.

Glad to send you sample cans and circulars to cover your trade

The Carborundum Company,

ACCESSORIES

Carborundum Wheels—Aloxite Cloth

THEN there is an ever growing demand for Carborundum grinding wheels and Niagara Grinders for grinding tools, parts and fittings.

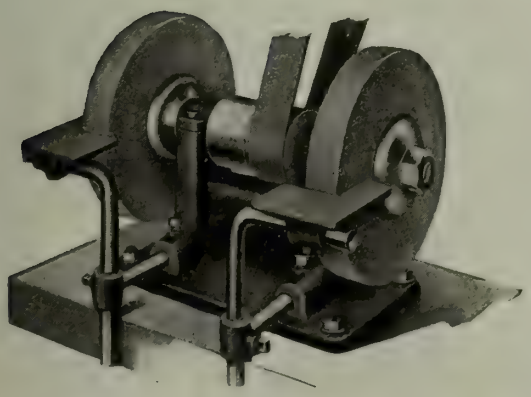
Mechanics everywhere will be just as anxious to get

Aloxite Cloth—
The Cloth that Cuts

It's another quick moving Carborundum accessory—far superior to any abrasive cloth for general finishing and polishing.

You should stock it in the Economy Rolls and in standard sheets.

Prices, discounts, samples will be sent by return mail

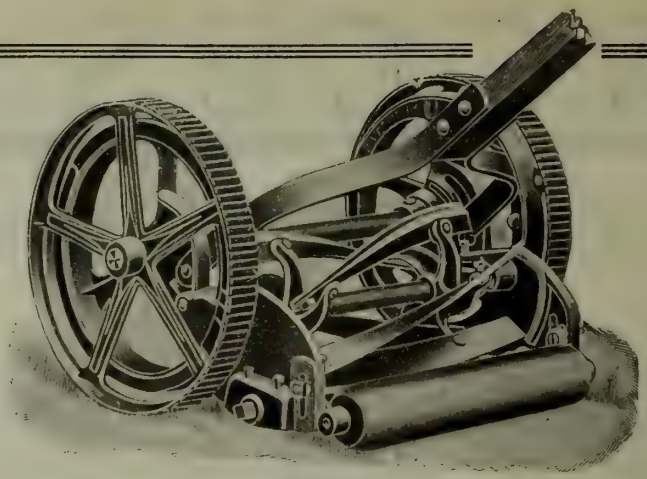


Niagara Falls, N. Y.

Lawn Mowers

"The Test of Years"

Because of the high grade workmanship and quality of material used, T.-F. lawn mowers stand unequalled.



We are the only concern in Canada who make an absolute specialty of this line extending over a period of 40 years. Our name being on every machine is a guarantee of quality.

Famous Names:

—"ADANAC"
—"WOODYATT"
—"EMPRESS"
—"STAR"

Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada

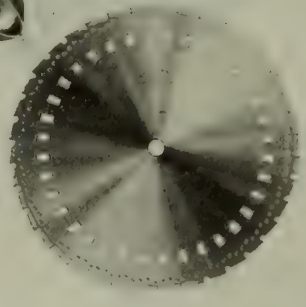
TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.

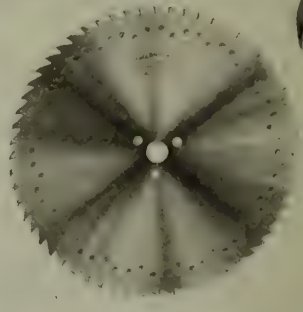
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.



FIFTY YEARS

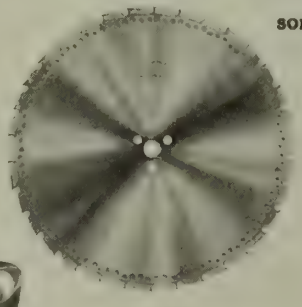
of Making Better
Saws Better
Has Developed

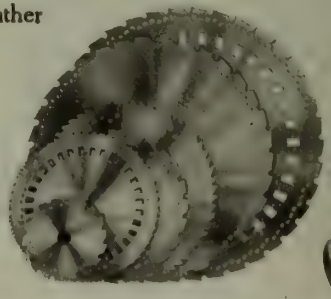
HUTHER BROS. SAWS



to a point where they stand supreme in their field.

No matter whether you contemplate the purchase of a Solid Tooth Saw, an Inserted Tooth Saw, either Fine or Coarse Pitch Type, or some Band Saws, you will find a Huther Saw exactly suited to your requirements.





Write to us for Catalog and detailed information

Huther Bros. Saw Mfg. Co.
Rochester, N. Y.

The Easiest Selling Levels

Sand's Levels are of double construction and so always in position to use and read however they may be caught up. The spirit glasses are sealed by heavy plate-glass lenses, eliminating dust, dirt and moisture. Set solid and never needing adjustment, with both ends of the bubble marked by c l e a r, easy-reading locaters.

Sand's Levels

are made in selected, well-seasoned white pine or black walnut, plain or cleverly bound in brass—nothing to rust. Sand's Aluminum Levels are models of accuracy. They cannot warp, crack or chip. Light skeleton frames, but 50% stronger than others. Made from virgin metal—99% pure.

At Leading Jobbers

Rice Lewis & Son, Ltd.	Toronto, Ont.
Hobbs Hardware Co., Ltd.	London, Ont.
D. H. Howden Co., Ltd.	London, Ont.
The Bond Hardware Co.	Guelph, Ont.
White's Ltd.	Collingwood, Ont.
Thos. Birkett & Son, Ltd.	Ottawa, Ont.
Caverhill, Learmont & Co.	Montreal, Que.
Letang Hardware Co., Ltd.	Montreal, Que.
Frothingham & Workman Ltd.	Montreal, Que.
A. Prud'Homme & Fils, Ltd.	Montreal, Que.
T. McAvity & Sons, Ltd.	St. John, N.B.
Thompson & Sutherland, Ltd.	North Sydney, N.S.
Robertson, Foster & Smith, Ltd.	St. John, N.B.
W. H. Thorne & Co., Ltd.	St. John, N.B.
W. B. Dalton & Sons, Ltd.	Kingston, Ont.
Chinic Hardware Co.	Quebec, Que.
E. Cavanagh Co., Ltd.	Montreal, Que.
The J. H. Ashdown Hardware Co., Ltd.	Winnipeg, Man.
Wm. Doyle	Quebec, Que.
Jas. Simmonds, Ltd.	Halifax, N.S.
Wm. Robertson & Son	Halifax, N.S.

Canadian Representative

Campbell Agencies

Toronto, Canada

Cut Selling Cost on Files

And at the same time win satisfied and steady customers.

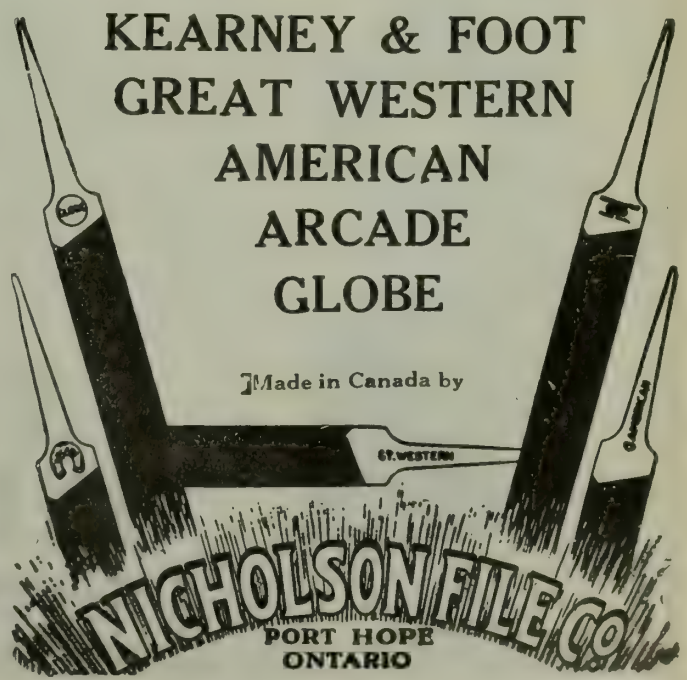
Famous Five Files are known by all file users as the standard of quality and require no "sales talk."

They sell themselves.

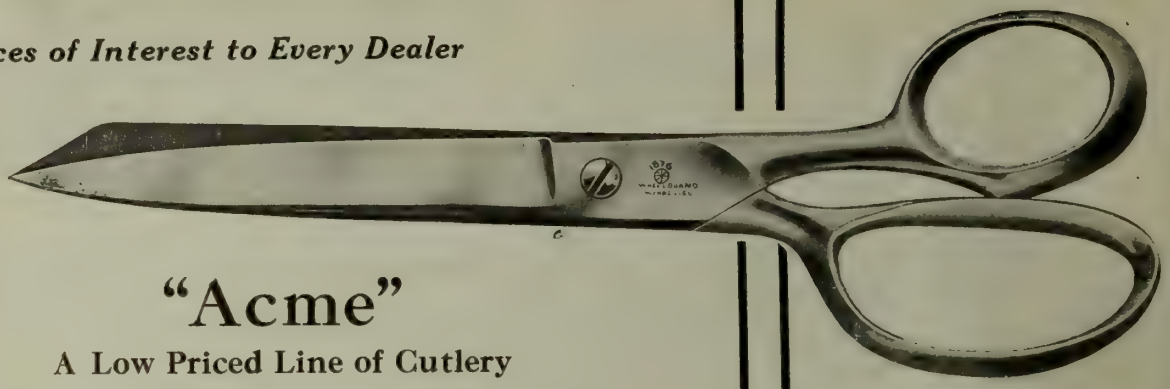
This means profit for you.

We co-operate by carrying large stocks, in order that orders may be filled promptly when you apply to your jobber.

Specify Famous Five Files. They are:



Prices of Interest to Every Dealer



"Acme"

A Low Priced Line of Cutlery

Acme prices are of interest to every dealer, and surprisingly low for the quality, because Acme Brands are famous for strength, durability and their specially hardened sharp cutting edges.

High quality that satisfies customers and delivery that's a delight in these days of delayed shipments.

Send a postcard for Catalog No. 5

The Acme Shear Company

Bridgeport, Conn., U. S. A.

Incorporated 1882
Capital Stock, $500,000

Canadian Agent:
Mr. A. J. McCrae, 23 Scott St.
Toronto

Teaching Boys to Buy Good Tools

MANUAL training courses in our schools are teaching boys and young men how to do good work with tools.

These boys, as a result, are coming to appreciate good tools more than ever. They make up a class of tool-buyers that it is distinctly worth while to cultivate.

We are telling these young amateur carpenters and wood-workers about the quality of Disston Saws and Tools.

To do this, we are using the magazines to which they look for information on mechanical subjects—"Popular Mechanics," "Popular Science Monthly," "Scientific American," and "Industrial Arts," etc.

We send the Disston message to more than three-quarters of a million readers of magazines of this kind. The exact number of subscribers is 781,067.

These boys constitute by no means a small market for sales of quality saws and tools.

Telling this market the story of Disston Saws and Tools is another instance of our thorough cultivation of all classes of buyers to increase public demand for high-grade saws and tools.

Next month we will tell you how we reach another class of tool-buyers—the "handy man around the house."

Disston Saws and Tools are constantly advertised in magazines and agricultural publications with a total circulation of 8,497,003 copies each issue.

HENRY DISSTON & SONS, LTD.

TORONTO, Canada - *Branch:* Vancouver, B.C.

DISSTON
SAWS AND TOOLS

SATINETTE PRODUCTS

Where Quality Counts We Excel

SATINETTE WALLPAPER CLEANER.—A USEFUL AND INEXPENSIVE MEANS FOR CLEANING WALLPAPER, KALSOMINE, FLAT TINT WALLS, WINDOW SHADES, ETC. A LITTLE LABOUR YIELDS PERFECT RESULTS.

SATINETTE FURNITURE POLISH.—FINISHES WITH A HARD, DRY LUSTRE, ENHANCING THE BEAUTY OF THE WOOD AND ACCENTUATING THE GRAIN. IDEAL FOR USE ON HARDWOOD FLOORS, LINOLEUMS, PAINTINGS, LEATHER, PANTISOTE, ETC., AS NO DUST ADHERES TO SURFACES ON WHICH IT HAS BEEN USED.

SATINETTE GLYCERINE HANDCLEANER.—WILL NOT SCRATCH THE MOST DELICATE SKIN, BUT IS A SOOTHER AND HEALER FOR CHAPPED HANDS, READILY REMOVES GREASE, OIL, PAINT AND STAINS.

SATINETTE SILVER CREAM.—WILL NOT SCRATCH THE FINEST SURFACES, LEAVES A BRILLIANT FINISH WHICH REMAINS FOR MONTHS. FOR SILVER, GOLD, NICKEL, CUT GLASS, MIRRORS, ETC.

WE ALSO MANUFACTURE SATINETTE MACHINE OIL (Stainless and non-corrosive), SATINETTE CEDAR, MOPOIL, SATINETTE FLOOR OIL, SATINETTE PETROLEUM JELLY, SATINETTE TOILET SOAP POWDER, CARBO-DISINFECTO (IN 6 OZ. BOTTLES AND BARRELS). Disinfects, Purifies, Prevents Contagion. An antiseptic healer for cuts, bruises, burns. Refreshing in the bath. Relieves tired and aching feet. Also used as spray for poultry houses, etc.

DISTRIBUTORS WANTED FOR ALL COUNTRIES

The Satinette Products Mfg. Co., Ltd., Toronto, Canada

Western Distributors: The H. L. Perry Company, Ltd., Winnipeg, Man.

Telegraphic Address :
"GOBLETS"
Birmingham

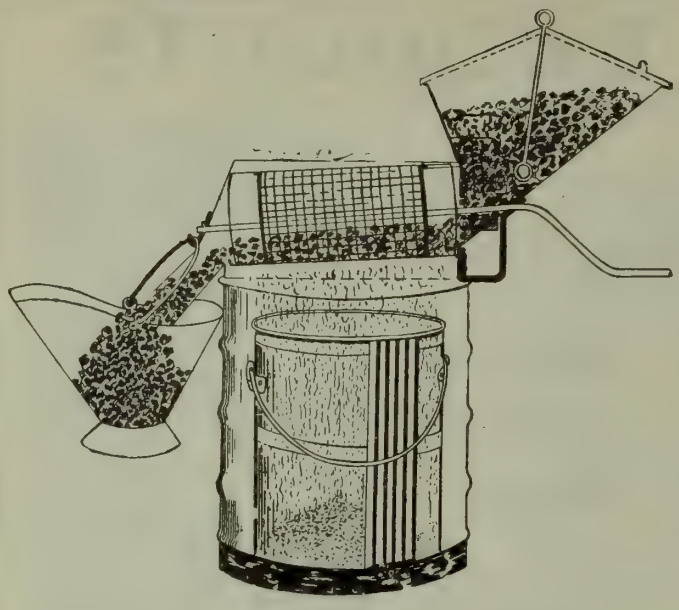
W. J. ANTHONY & SONS, Ltd.

ST. GEORGE'S WORKS
7 Unett Street, Birmingham
ENGLAND

Stampers and Piercers of every description of Electroplate wares for Manufacturers and Silversmiths.

Specialties—Tea Sets, Waiters, Comports, Cake Stands and Baskets, Rose Bowls, Cruets, Egg Frames with Cups, Entree Dishes, Fruit Baskets, Pierced Sweet Stands, Jardinieres, Fern Pots, also a good collection of Vases in various sizes.

Enquiries Invited.



No One Can Afford to Waste Coal Now

Samuels' Ash Sifters

Sell Quickly—Because

The necessity for thrift and greater production has been brought home forcibly to consumers everywhere—particularly the need for saving.

Samuels' Ash Sifters offer a self-evident solution of the problem of keeping fuel expense down. In design and construction they offer a compelling demonstration that closes the sales.

Book your sifters now for next season.

It's Made of Selling Points

sure to impress customers. The iron rod reinforcing the top of can; the hinged trap; the convenient hopper, with rod for loosening ashes; braced cylinder; the strengthening corrugations of the body; the heavy iron band around bottom, and general superiority of design. Convenient, clean and dustless.

J. Samuels

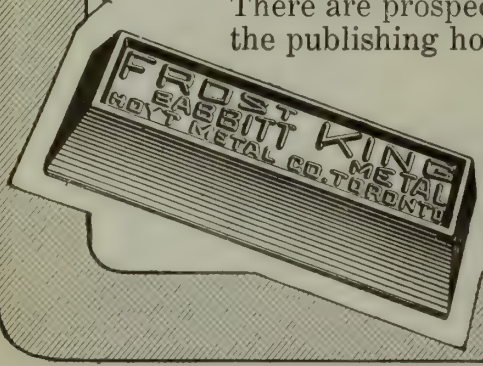
275 Queen St. W. Toronto

HOYT METALS

Trojan Frost King Nickel Genuine

Mixed metals for every use. A line that sells because its merit is becoming better known every day. Wherever hard work and high speeds are found, there you will find a sale for Hoyt Metals.

There are prospects for you in every large plant; at the tinsmiths, the publishing house and many other places.



Hoyt Metal Company

Montreal TORONTO Winnipeg

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

An Injector with features that close the sales

Morrison

Injectors that offer 40 pounds more field. A reliable, trustworthy injector that sells as well as it operates. Morrison High Pressure Injectors operate successfully on 20 lbs. low to 220 lbs. high steam pressure, from 4 to 300 horse-power, and are made in sizes from 3/8-inch to 2-inch. These reliable injectors are but one of the popular and satisfying Morrison lines.

To sell them insures satisfied customers and a prestige for your business that maintains the respect of your customers.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, Toronto, Ontario

When you make a metal ceiling sale

You not only make a profit on the Ceiling material itself—but also on the erection and on the paint required to decorate it.

You can sell
PRESTON METAL CEILINGS
direct from the catalogue

You do not need to carry stock—and you can pick up lots of business for this well-known line by recommending it to your customers for their Kitchens. You'll be surprised to find how many Kitchens there are in which the plaster ceiling is cracked or has actually fallen. It's the steam that ruins plaster ceilings. Most people now realize that a metal ceiling is the only safe kind for a room frequently filled with steam.

Preston Ceilings come in a splendid variety of artistic patterns. Preston Ceilings cannot crack or fall down. Preston Ceilings yield a nice profit for the dealers who sell them.

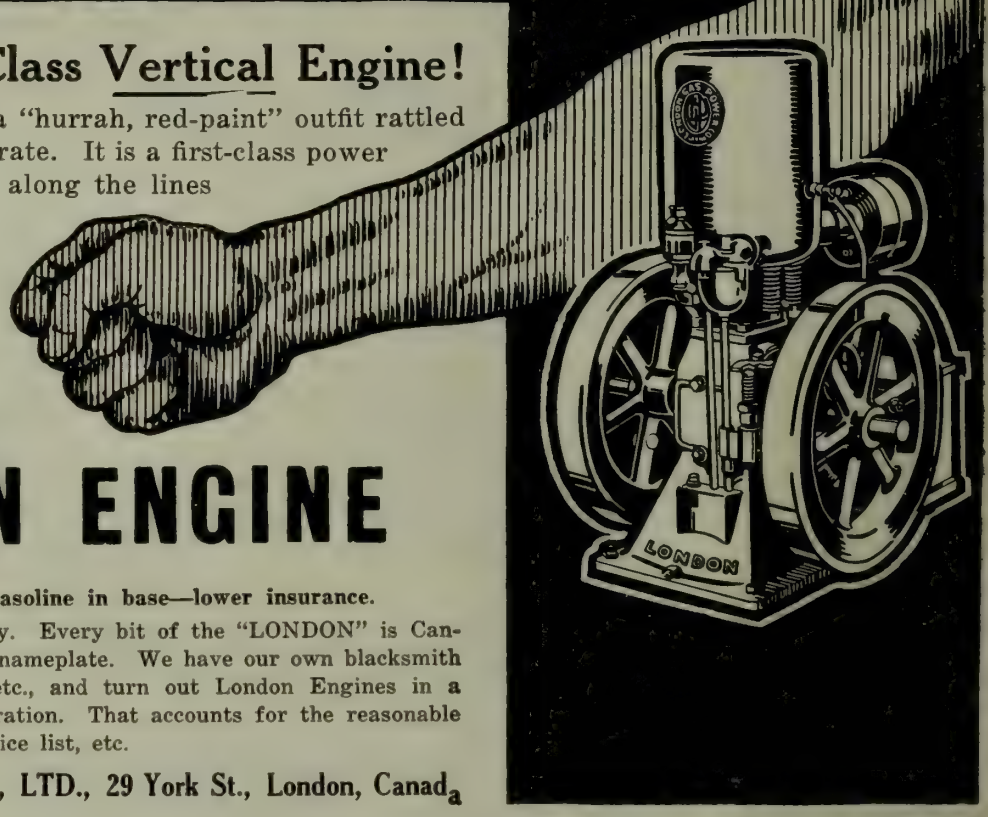
THE M S AND S C LIMITED
METAL SHINGLE AND SIDING COMPANY
ASSOCIATED WITH THE A B ORMSBY CO LIMITED
PRESTON—MONTREAL—TORONTO
WINNIPEG - SASKATOON — CALGARY

A MIGHTY HELPING HAND

Sell This High-Class Vertical Engine!

The London Engine is not a "hurrah, red-paint" outfit rattled together to sell at a cheap rate. It is a first-class power producer—built with care along the lines of the best automobile engines. Yet it **does** sell for a reasonable price.

We can truthfully say that your one best bet in the engine field is the



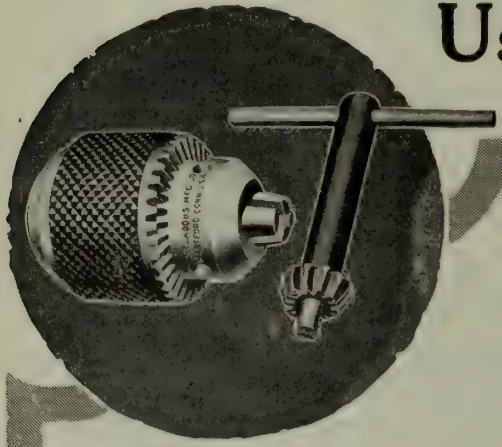
LONDON ENGINE

No tank—no freezing—gasoline in base—lower insurance.

Over 2,000 in constant use to-day. Every bit of the "LONDON" is Canadian—from the patterns to the nameplate. We have our own blacksmith shop, foundry, machine shops, etc., and turn out London Engines in a steady stream of continuous operation. That accounts for the reasonable price. Write now for folders, price list, etc.

LONDON GAS POWER CO., LTD., 29 York St., London, Canada

Used by Leading Drill Makers



Most of the manufacturers of portable drills on this continent supply Jacobs Chucks as regular equipment. The reason is that they have found drill operators prefer them—because of their firm grip, accuracy and ease of adjustment.

Dealers in Jacobs Chucks agree with the drill makers. Once used these chucks are never abandoned.

Order some for your stock to-day

The Jacobs Manufacturing Co.

Dept. H.M.

HARTFORD :: :: Connecticut

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

REGISTERED
BUR-NOR
TRADE MARK

WESTERN UNION TELEGRAM

Form 269

GEORGE W. E. ATKINS, VICE-PRESIDENT NEWCOMB CARLTON, PRESIDENT BELVIDERE BROOKS, VICE-PRESIDENT

RECEIVER'S No.	TIME FILED	CHECK
6478	8 a.m. 2-20-20	30

SEND the following Telegram, subject to the terms on back hereof, which are hereby agreed to

Geneva, Ill., U.S.A. Feb. 20, 1920

Canadian Hardware & Auto Accessory Jobbers & Dealers,
Dominion of Canada:

Advertising in Hardware & Metal creating big demand for BUR-NOR Hardware and B-N Auto Accessories. To help meet demand we will allow special discount on account high exchange.

BURGESS-NORTON MFG. CO.

B–N

Demand versus Acceptance

Editorial in "Printers' Ink"

A prominent retail merchant walked into the office of "Printers' Ink" the other day and asked us to advise advertisers to go easy on the you'll-have-calls-for-my-goods argument. According to this man, this plea does more harm than good.

He says that too often it is the concern that advertises only in flashes for the sole purpose of impressing the retailer, that is the loudest in talking about calls. The buyer discounts these promises, because he knows from experience that the few calls that such advertising may produce can be safely ignored.

When an article is well advertised, it may be taken for granted that the retailer will receive calls for it. But to emphasize this too much is dangerous. There is nothing easier than for the buyer to declare that he is not receiving calls. That is always his pet objection, and an overmastering one it is. Most salesmen give way before it.

As a matter of fact, the call argument is fallacious, both from the standpoint of the man who uses it to make a sale and also from the standpoint of the prospect who tries to get out of buying by saying he never had a call. Demand is not always expressed vocally. Advertising accumulates a host of desires in most persons that they do not express until a favorable occasion for the purchase of the desired article arises.

The chances are they may never ask for the product at all. Some time when they see it displayed, they will buy it merely by saying, "I will take one of those." Every experienced advertiser knows that advertising is vastly more potent in creating consumer acceptance of a product than it is in bringing oral demand for that product.

Recently one of Hart, Schaffner and Marx's largest dealers told us that it is seldom a man comes into his store and asks for this brand of clothes. This retailer is widely known as a Hart, Schaffner and Marx distributor. Customers who come in take it for granted that they will be given these clothes. They do not call for the brand; they accept it. Nine times out of ten that is the way advertising works.

It is a mistake to pin too much faith on the "call" theory. It is rarely a reliable guide. We heard a druggist not long ago say that he had greatly increased his sales since he stopped waiting for "calls" and began to handle everything that he thought his trade should buy. One illustration that he gave is graphic. He declared that he always carried dental floss, but did not display it because "there were so few calls for it." In an entire year he sold only a gross of floss. However, a salesman one day induced him to group all his dental goods in an imposing display. The sale of all this merchandise immediately increased. Almost everyone who came in picked something off the counter. The increase in the floss sales was particularly noticeable. Picking up a package his customers would say, "My dentist told me to use this. I did not know that you handled it." He now sells twenty-four gross of dental floss in a year. In this one case waiting for calls was euchring this druggist out of about 96 per cent. of his possible floss business.

Once introduce a reliable Electrical Appliance into the home and it is a certain fore-runner of others

Premier Vacuum Cleaners

To open your Spring Campaign, there is no better Electrical Appliance than a Premier Vacuum Cleaner. It makes a friend of the housewife immediately.

The goodwill these reliable cleaners create at once becomes a valuable asset. They prepare the way for you to introduce further Electrical Appliances.

Never sell a Housewife anything Electrical, unless you are quite sure that it is reliable. One defective Appliance will make her suspicious of all Electrical Devices.

To create prestige, sell C.G.E. Electrical Goods

Canadian General Electric Co., Limited

Head Office - TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

Gets 15% More Wool

Stewart No.9 Ball Bearing Sheep Shearing Machine

is the machine that will satisfy your customers. There's a strong selling point in the 15% more wool it gets over shearing with hand blades. The only way to get ALL the wool, and in condition to get top prices, is by machine shearing.

Point out that the Stewart Sheep Shearing Machine pays for itself with the 15% extra wool from a few sheep.

If your customer has but a dozen sheep, this economical and efficient machine will pay him. It's a big time-saver and money-maker on flocks numbering up to 300.

Each of the universal joints and the shear head itself are ball bearing, reducing friction and wear to a minimum and giving maximum ease of operation.

The Stewart No. 9 Shearing Machine is positively guaranteed to please, assuring permanent and satisfied customers. Weighs but 50 lbs. packed for shipment—transportation cost is low.

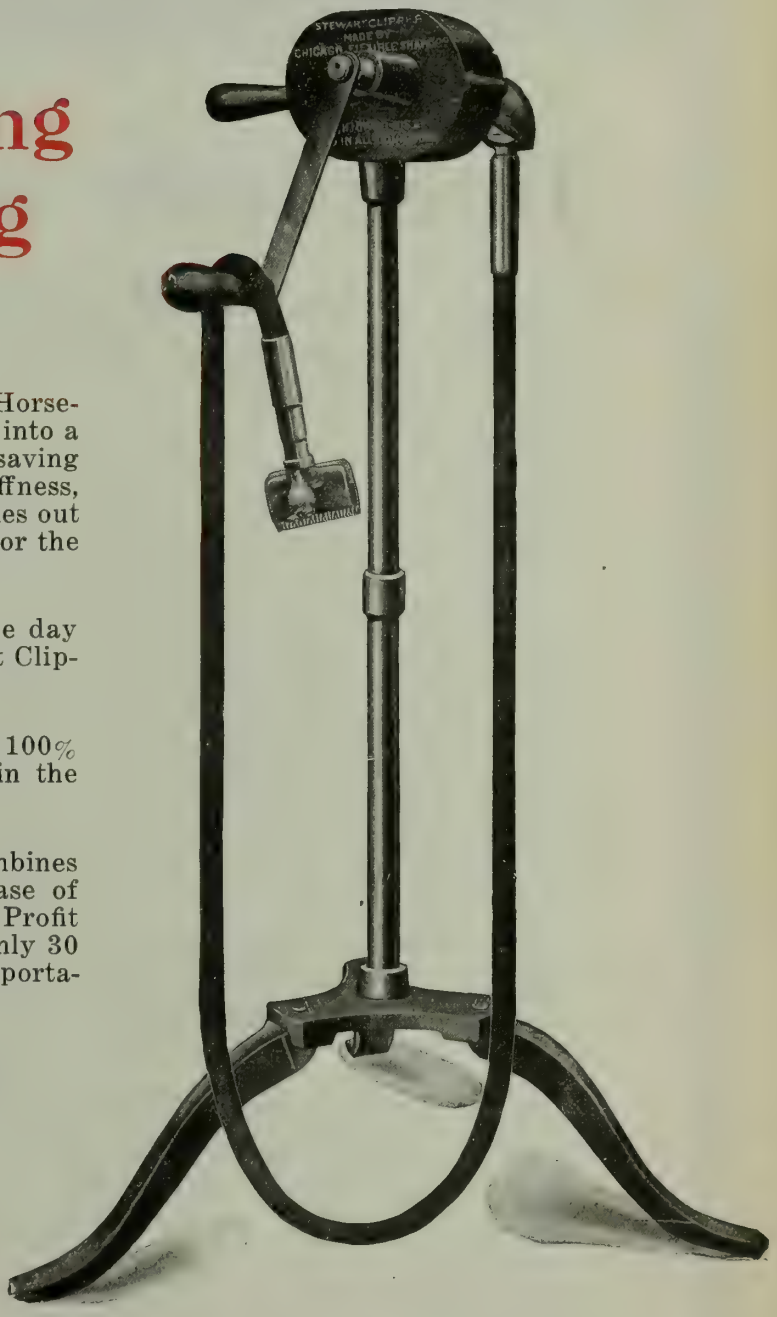
Help your customers to a 100% wool crop. Order your stock from your jobber TO-DAY while he can supply you.

Chicago Flexible

5608 Roosevelt Road

A Clipped Horse is a Better Horse

Stewart No. 1 Ball Bearing Horse Clipping Machine



Horse-owners are quickly sold on Stewart Horse-Clipping Machines. Clipping puts more life into a horse. It relieves him of his heavy coat, saving his strength. Clipping prevents colds, stiffness, heaves and pneumonia. A clipped horse dries out rapidly, rests comfortably and is refreshed for the next day's work.

The loss of the services of one horse for one day may cost your customer more than a Stewart Clipping Machine.

Tell your customers that the only way to get 100% value from their horses is to clip them in the spring.

The Stewart No. 1 Clipping Machine combines every feature of durability, simplicity, ease of operation and low price, to close the sales. Profit is good and satisfaction assured. Weighs only 30 lbs., knocked down and boxed—small transportation charges.

Big Sales in Clipping Machines This Spring. Don't overlook your opportunity — get your order to your jobber NOW.

Shaft Company

Chicago, Ill., U.S.A.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Three Score and Ten Years

Making Many Useful Things in Iron, Wood and Steel

Axes,
Hatchets and
Hammers, Sledges,
Wrenches, Fence Tools,
Screwdrivers, Lawnmowers,
Thumb Latches, Gate Fixtures, Pulls,
Spring Hinges, Pulleys, Red Wing Semi-Rotary
Pumps, Well Wheels, Sad Irons, Mops, Grindstone
Fixtures, Jack Screws, Cistern Pumps, Bench Screws, Cobbler's
Sets, Piano Casters, Bed Casters, Cast Fry Pans, Stove Pipe Dampers,
Hollow Ware, Vises, Warehouse Trucks, Clamp Screws, Coat
Hooks, Brackets, Petroleum Faucets, Anti-Freezing
Well Pumps, Warm Air Furnaces, Registers,
School Desks, Blind Hinges, Clothes
Lines Pulleys, Barn Door Hangers, Waffle Irons, Letter Box
Plates, Clothes Reel
Irons, Hinges,
Hasps and
Butts

The Quality of the Product has Established the Name

SMART

Brockville - Canada

The Publisher's Page

TORONTO FEBRUARY, 21st, 1920

This is not a Freak Special

ON or about the 20th of March, in every year for the past 32 years, the hardware trade of Canada has received the Annual Spring Directory Number of HARDWARE AND METAL. This number is looked upon as a most essential book of reference in every wholesale hardware buyer's office, and in over 90 per cent. of the retail hardware stores from coast to coast. The issue is a real buyer's guide and directory number. Owing to its size and the great amount of practical and valuable information in the editorial and advertising pages, the number is read, re-read, and consulted many times during the spring and summer months. A cord is inserted in the upper left hand corner, in order that hardware buyers can hang up their copy close beside their desk. The Canadian hardware trade in all its branches naturally expect to find in this number advertisements from manufacturers and wholesalers who desire to do business with the hardware trade.

Reservations made to date for the "Spring Number" make it quite apparent that this year's number will eclipse all previous records, and that it will be necessary to close all forms earlier than in previous years.

If you have not arranged for space in this number, drop us a line and we will gladly send complete details regarding circulation rates, etc.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**

Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

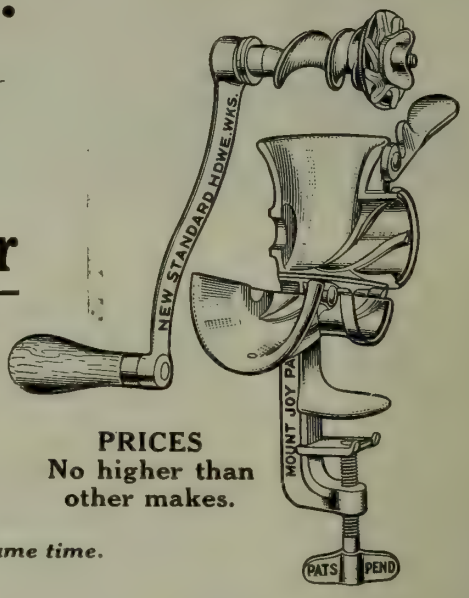
Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

"CLICK"-and it's clean!

Here's a Food Chopper at last without a fault—one that almost cleans itself. As easy to wash as a saucer, because **"it opens like a book."** No cracks or corners where food can lodge. The

New Standard Food Chopper

has many superior features. It is in a class by itself for refinement of design, quality of workmanship and finish. The **easy-cleaning feature, alone, sells it on sight,** will increase your sales and bring you more satisfied customers. Investigate for yourself.



PRICES
No higher than other makes.

Send your order through your jobber—notify us at the same time.

"Ask the housekeeper who uses one."

NEW STANDARD HARDWARE WORKS
MOUNT JOY, PENNA., U.S.A.

Western Coast Representative:	*Central Western Canada:*	*Eastern Central Canada:*	*Eastern Canada:*
Hardware Specialties Co. Vancouver, B.C.	Rodearmal-Davis Co. Minneapolis, Minn.	L. G. Beebe Toronto, Ont.	Richardson-Bureau Montreal, Can.

Successful since 1856

SELL SIMMERS' SEEDS

They sell They grow

Over 100% Quick Profit

Let us send you this handsome Simmers "Silent Salesman" and 500 assorted packets of Simmers Famous Seeds.

Outfit Costs you only $22.50 **Retails quickly at $50**

Many a dealer clears 3 months' rent in 3 weeks rapid-fire sale of Simmers' Seeds—*"THE SEEDS THE PEOPLE WANT."*

Special Trade Quotations
on Grasses and other Seeds
Write today for same. They will make you money.

J. A. SIMMERS LTD., Toronto

THE ASSOCIATION of "KRIBS" with the thought of "Electric Washers" grows stronger and more general each day.

CONVENTION today demands cleanliness; and the doing away with old laborious methods of laundry work have made the Electric Washer more and more a feature of profitable hardware business.

DEMANDS for a machine containing every modern feature are met in the "KRIBS" which is unsurpassed in efficiency, construction and quality of materials used.

LOWER PRICES are sought everywhere in these times of constantly mounting costs, and this machine answers that demand. It can be sold for less than $100.00 bringing a liberal profit to the dealer while ensuring him of the high regard of the customer.

Equally high standards are followed in our Hand Power, Water Motor, and Gasoline Motor Washers.

Ask Your Jobber for the "KRIBS" Line.
We Send Information Promptly on Request

WM. A. KRIBS CO., LIMITED
HESPELER, ONTARIO

Makers of Freight-Handling Trucks of all Kinds

Thor Electric Ironers

Thor Electric Home Ironers offer the greatest opportunity for the live dealer at the present time. The demand is growing rapidly, easy sales are certain.

Thor Demonstrations Mean Thor Sales

Once a woman sees what a Thor Ironer will do, the time and clothes it will save, its ease of operation, the wonderful work it does—she buys. She knows that Thor products are reliable, efficient, economical.

Order Now For Immediate Shipment

HURLEY MACHINE CO.

413 Yonge St.

Chicago TORONTO New York

DAVIDSON'S "PREMIER" AND "COLONIAL" ENAMELED WARES

The attractive appearance, together with the lasting and durable qualities of Davidson's Enamelware go far in making them the most profitable lines the dealer can place on his shelves.

Our complete line will meet any demand made upon you for this class of goods. Send for our attractive illustrated catalogue. It will better enable you to order your stocks for the spring trade.

The Thos. Davidson Mfg. Co., Ltd.

TORONTO MONTREAL WINNIPEG

"EASY TO PUT UP"

"KASEMENT" SCREEN DOORS

Save hours of time for the householders and for the dealers.

"Kasement" doors, are guaranteed not to pull apart at the joints, therefore they cannot sag—they are by far the cheapest in the long run.

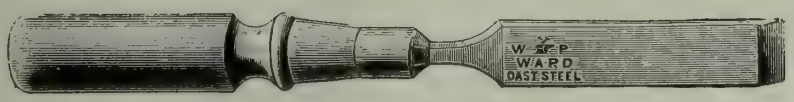
SOLD FROM COAST TO COAST

Kasement Skrene Dore Company

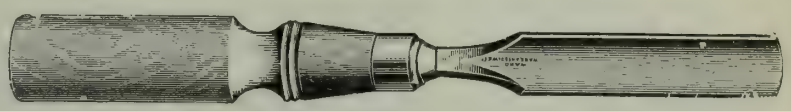
183 CHURCH STREET, TORONTO

WARD & PAYNE'S *Anvil* W P *Brand* CHISELS & GOUGES

Have stood the test 100 years



Largest Makers of Light Edged Tools in the World



Ward & Payne's Celebrated Light Edge Tools are known the world over for the excellence of their serviceable qualities. No other tools possess the same keen cutting edges or the same reputation for efficiency.

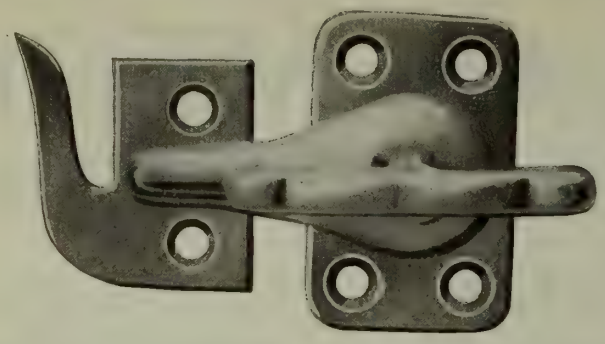
War conditions affecting the manufacture of our tools are rapidly being replaced by a more steady production to meet all peace-time demands. You can thus be assured of your orders receiving our most careful and immediate attention.

If your jobber cannot supply you, write our nearest representative.

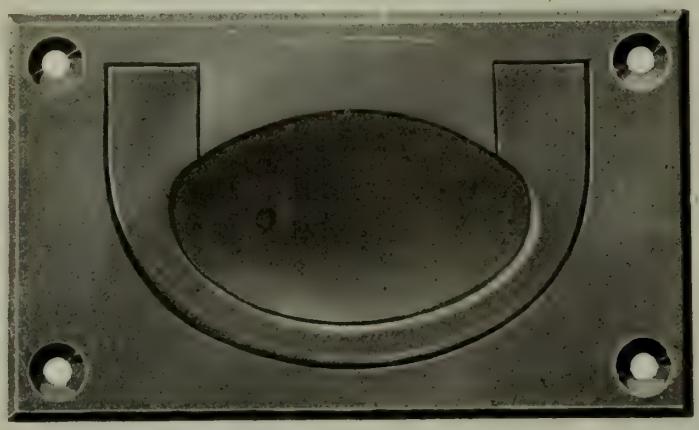
WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD

ALEXANDER GIBB, 3 St. Nicholas St., Montreal.
SHERMAN F. AINSLIE, 62 Temperance Street, Toronto.
BISSETT & WEBB LTD., Winnipeg, Man.



No. 200. Casement Fastener.



No. 318. Flush Pull—Cast Brass—3⅜ x 2 1-16.

"Stratford"

For Canada's Record Building Year

No. 200 Casement Fastener; a feature in all the newest houses and growing in popularity.

No. 318 Flush Pull—Cast Brass—3⅜″ x 2 1-16″. A handy and convenient pull that lies neat and flush.

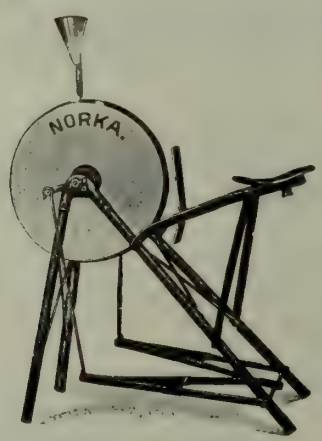
We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

Ask for information

The Stratford Brass Company, Limited
Stratford, Ontario

Cleveland Grindstones
PRESERVE TOOL TEMPER

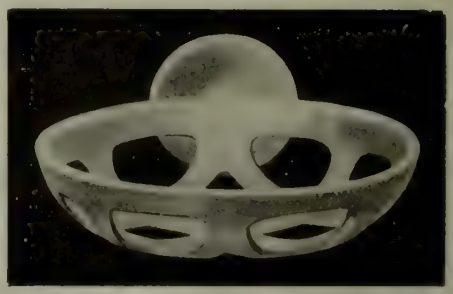
CLEVELAND TRADE MARK GRINDSTONES



THE CLEVELAND STONE CO.
Union Bldg. Cleveland, Ohio

Bissett & Webb, Limited, Winnipeg, Man.
Western Distributors

Sno-Wite
Enameled Fixtures



C87. Soap Dish

Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.
CHICAGO, U.S.A.
Ask Your Jobber

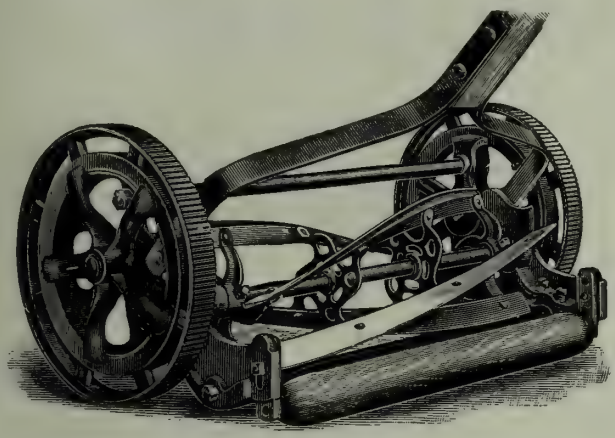
The Garland

Ball Bearing

Open Driving Wheels, 10 inches in diameter. Four-blade Cutting Reel, 6 inches in diameter. Highest grade ball bearings, accurately made, thoroughly hardened. All adjusting screws are in plain sight. Micrometer tested, polished balls, protected by dust-proof cap. Machine screw adjustment of cutter bar. Made in three sizes: 14, 16 and 18.

Don't Forget Booth No. 36
Hamilton Convention

We'll be there with a welcome for every hardwareman and we want to see them, every one. Be sure to come and visit us.



One of a Wonderful Selling Line

These efficient mowers—there are five of them—sell well because of their advantages in construction, design and workmanship. They give satisfactory service and please your customers because of superior technical points—too many to mention more than a few; clean, gray iron castings from our own foundry accurately machined by automatic machinery—parts interchangeable; wheels with a raised rim to protect gears from dirt and grit; knives that are ground scientifically, the revolving blades ground to a perfect cylinder; special pinion and exceptional bearings—both ball and brass bushed adjustable plain bearings. A solid steel tree guard is a special feature.

Ask for catalog of our mowers, sprayers, wheelbarrows, cultivators and other lines.

The Eureka Planter Co.

Limited

Woodstock, Ontario

Style No. 70.
The new Pilliod Portable Carpenter Case of novel construction and design. Built of wood and fibre reinforced with trunk slats. Contains three compartment trays; saw and level rack.

Style Nos. 50, 55, 56.
In quartered oak and covered. This style is preferred by many, who wish to carry the heavier tools in the top. Door automatically locks when top is closed. A hook bolt lock.

Arouse Immediate Favorable Attention and Desire in Mechanics and Other Prospects.

Pilliod Portable Tool Cases

"BUILT FOR SERVICE"

A special opportunity for the Hardware Dealer lies in this interesting line of Pilliod Portable Tool Cases. Made in variety and styles to suit every requirement, including a "Rattle-Proof Case" (No. 60-65) and a specially desirable case for carpenters (No. 70). This line offers the strongest tool cases made. They are furnished in oak, mahogany and other wood; leather-covered; fitted with polished lacquered brass and special locks.

Absolutely Guaranteed

The Pilliod Lumber Co.

Swanton, Ohio, U.S.A.

The Best or None at All

With leather at its present price, your customer will expect to pay more for harness. He may use the old set longer but he must come for a new one in time. There is one harness — Imperial Brand — which is good enough for you to be proud of; and the price is as low as costs, plus a small margin can make it.

IMPERIAL BRAND HARNESS

is guaranteed which makes it easy to sell. You can make a handsome profit on Imperial Brand, bigger than on your own make. Send in your order to-day for early shipment.

Samuel Trees & Co., Limited

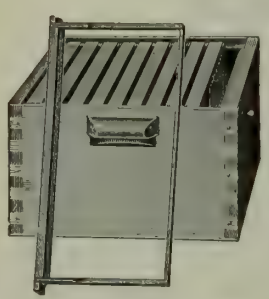
42 Wellington St. E. **TORONTO**

Now Is The Time!

Order

Beekeepers' Supplies

and keep in the game



STANDARD SIZE HIVES

EXTRACTED AND SECTION SUPERS

All Styles of Frames

FOUNDATION AND EXTRACTORS

Honey Tins and Honey Jars
Literature on Bee Culture

Ask for Catalogue and Trade Discounts

The Canadian Bee Supply & Honey Co.
LIMITED
73 Jarvis Street, Toronto
Factory - - Stouffville, Ont.

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd
Manufacturers NEWMARKET, ONTARIO

TRIMO

Trimo Chain Wrenches

WITH FLAT-LINK OR CABLE CHAIN

This wrench is designed for strength. Its range of work is as great as that of any tool of its kind. All parts are interchangeable and both handle and jaws are drop forged of selected steel.

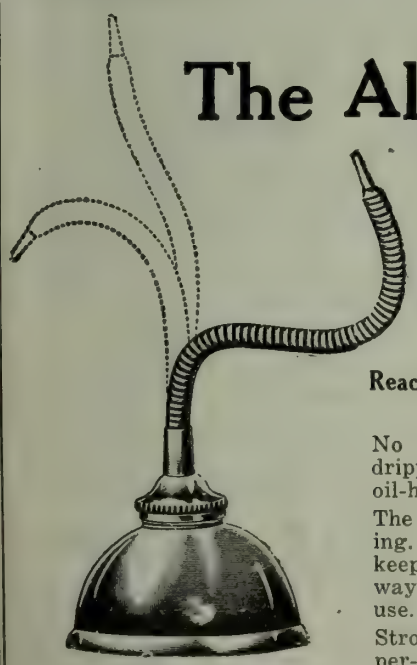
TRIMO GIANT CHAIN WRENCH

This wrench is especially useful for trench and close quarter work and installation of sprinkler systems.

Trimont Mfg. Company

Roxbury (Boston), Mass., U.S.A.

The All-Way Oiler



Saves 50% on Oil Bills

A Flexible Spout Reaches Difficult Places With Ease

No waste of oil by dripping or missing the oil-hole.

The spout is self-cleaning. A special device keeps it clear and always ready for instant use.

Strongly made of copper-plated steel in various sizes with a spring bottom. See the R.R. Oiler Funnel and Filler, the Oil Guns, also.

General Purpose Oiler

Made with steel spring bottom in three sizes—No. 1, 1-3 pint; No. 2, ½ pint, and No. 3, 1 pint. 7" spout to each.

The All-Way Oiler Mfg. Company

196 King St. West Toronto, Ont.

BRIDGEPORT

The Sales Increasing Line

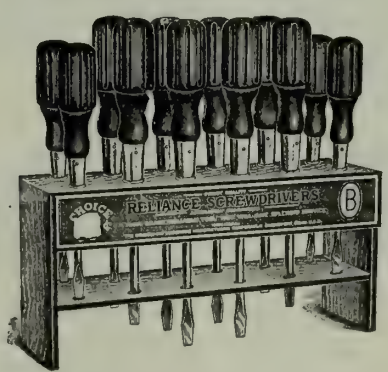
Sure-Grip Nail Puller

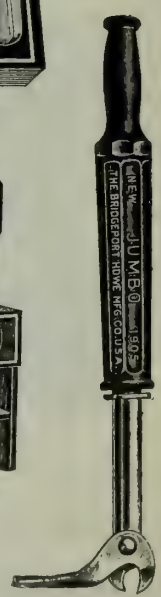
Unbreakable Nail Puller.

No. 42—Asst. Little Wonder.

No. 44—Asortment Trusty Drivers.

No. 35—Asst. Reliance Drivers.





Send for Catalog No. 20.

Red Bull Nail Puller.

Jumbo Nail Puller.

Our Nail Pullers are sold by nearly all Canadian Jobbers

The Bridgeport Hardware Mfg. Corporation

BRIDGEPORT, CONN., U.S.A.

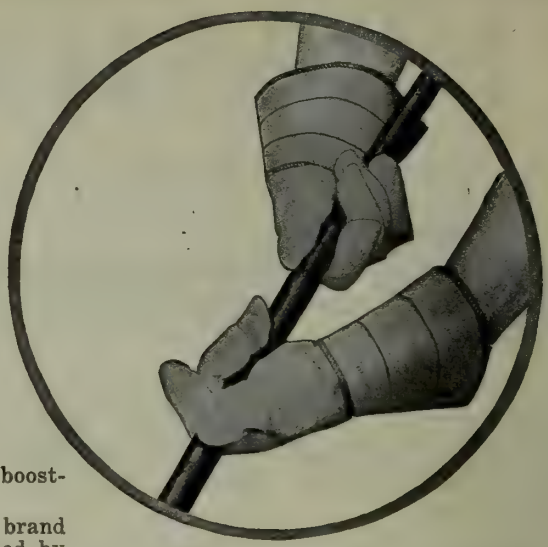
Canadian Representative: **W. J. Latimer**
122 Hilton Ave., Toronto

Easy to See—
Easy to Sell

The right goods, well displayed, are half sold before a word is spoken.

TAPATCO
REGISTERED TRADE MARK BRAND

GLOVES



placed where your customers can see them, will sell without any boosting from you or your clerks.

That's because all Canadians who use work-gloves know the brand well—they only need to be reminded of it—and that is accomplished by giving the line a place of prominence in your store.

Don't you like to stock goods that sell themselves, and that net you a nice profit? You surely do—and you'll surely take our advice and put these quality gloves where your customers can see them.

Styles:

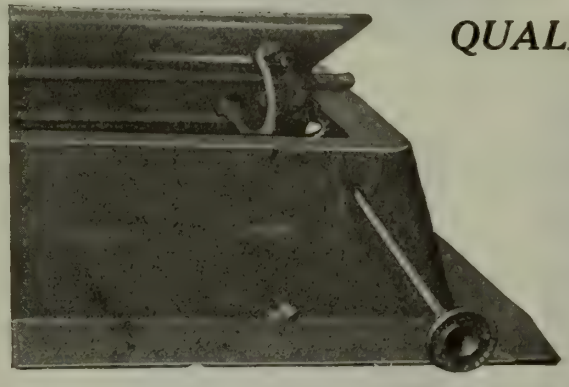
Gauntlet, Knit Wrist and Band Top
In Heavy, Medium and Light Weights
Also Leather Tip and Leather Faced Gloves, Jersey
Gloves and Mitts in Tan, Slate or Oxfords.

THE AMERICAN PAD & TEXTILE COMPANY
CHATHAM - ONTARIO

TAPATCO COLLAR PADS

The Pads with the high reputation and the big sale.

Pads so well made that they give long service—with hooks so secure that they never work loose. They are now protecting the necks of thousands of horses. They prevent friction and so remove all possibility of sores, galls and chafing. A great favorite with farmers—a great sales-builder for dealers.



QUALITY *SERVICE*

THE

Barton-Netting Co.

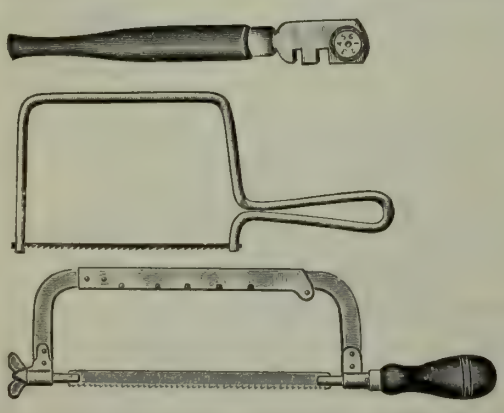
LIMITED

9-11-13 East Pitt St. Windsor, Ont.

THE BON LIMITED
CHANDELIERS
OUR LIGHTS SHINE EVERYWHERE
MANTELS - GRATES & TILES

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY



The Crescent Line

For Building Permanent Trade

For satisfying customers and holding their trade, and confidence in the store. In turnover, profit, and business-building, Crescent Line is unexcelled.
A line that you will be more and more glad to sell with each added year you handle it—because it pays.

At All Leading Jobbers.

Campbell Agencies

Toronto, Canada

The Crescent Company, Meriden, Conn.

RUNNING BOARDS OF ALUMINIUM

will give a Distinctive Appearance to your Car. Besides their Lightness they are absolutely Non-Slip, Durable and Easy to keep Clean.

Three patterns of Treadplate and five Edgings in Stock.

A Post Card will bring Samples

THE BRITISH ALUMINIUM COMPANY, LIMITED

263-267 Adelaide St. W., TORONTO

Eastern Agents: SPIELMAN AGENCIES, Montreal

Butler's **FAMOUS SHEFFIELD CUTLERY**

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681	"BUTLER" 1768	ART 1861

The World's Best

Poultry Leg Bands

H·E SMITH

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

Prices for those shown in cut F.O.B., destination in Canada:

	Size.	100	500	1,000
Three Spiral Bands (in 10 colors)				
" " " "	1, 1A, 2 & 3	$0.75	$3.00	$5.50
" " " "	4 & 6	1.10	5.00	9.50
" " " "	7 & 8	1.20	5.25	10.25
" " " "	9	1.25	5.75	11.00
Single " " "	1, 1A, 2 & 3	.65	2.25	4.00
" " " "	4, 6 & 7	.75	3.25	5.50
" " " "	8 & 9	.90	3.75	7.00
Challenge and Leader Adjustable and Double Clinch		.65	2.75	5.00
Smith Sealed Bands (no duplicate numbers)		1.30	6.25	11.75

Burrill Bands in 2 sizes and 6 colors, 2c. each.

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.

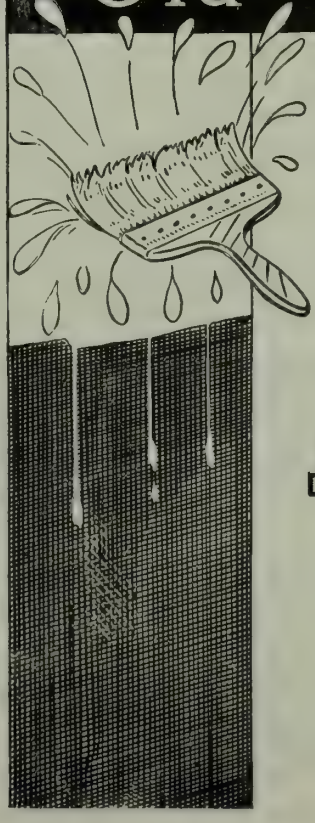
Price on Cattle Markers according to amount of printing required on them.

The Rideau Specialty Company

Manufacturers of Cattle Ear Markers and Poultry Leg Bands

SMITHS FALLS - - - - ONTARIO

Throw away the Old brush



The cost of spraying on paint or whitewash with a SPRAMOTOR is about 25% that of doing it by the old, slow ineffective brush method.

Also, as a means of applying disinfectant, there is nothing to compare with the

Spramotor

It isn't a SPRAMOTOR unless we made it

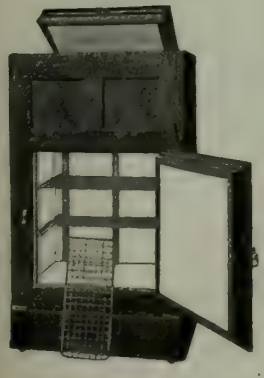
It blows the solution into every crack and crevice—makes a thorough job everytime and does fast, even work.

Made in many styles, from $7 up—hand or power.

Write for booklet. Agents wanted.

SPRAMOTOR CO.

28 King St., London, Canada



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS

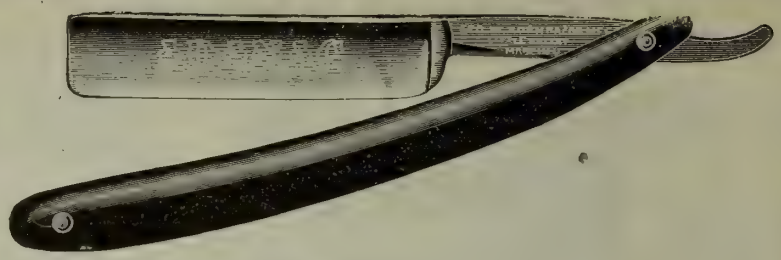
RELIABLE GOODS AND PROMPT SERVICE

WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.

PARIS, ONTARIO

Price Doesn't Make a Razor



Men have paid as high as ten dollars for razors which were a keen disappointment.
And they have paid only two or three dollars for G. W. Korn's Razors which were a keen delight.
The difference is more in the **treatment**, than in the **steel**—anyone can buy good steel.
G. W. Korn's razors are made by **razor experts**, not "general cutlery makers."
A complete line with an established reputation.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.
Canada Office: 140 McGill Street, Montreal

Back of Every File

we manufacture is the unqualified guarantee that it will perform the job for which it is intended perfectly—or the price you paid for it is returned without question.

You are judge and jury—the last court of resort.

Most Canadian and some American companies have used P. H. & Imperial Files and have found that

"They cut faster and wear longer"

Be file-wise.

Ingersoll File Company Limited
John Morrow Screw & Nut Co., Limited
Sole Distributor s
Ingersoll, Ontario

MADE IN CANADA

Blacksmith's Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

Gendron
Invalid Wheel and Rolling Chairs

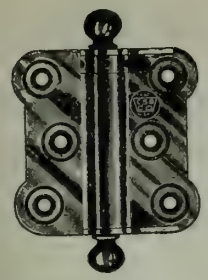
The misfortunes of war have created special need for these comfortable, easily handled chairs. Built with attention to every small detail that tends to promote comfort, or relieve suffering, they are without a superior.

A dependable, salable line that the dealer may offer with confidence that every sale promotes future business.

The Gendron Mfg. Co., Limited
137 Duchess Street, Toronto, Canada

TRADE MARK

CHICAGO SPRING HINGES



The "Chicago" Screen Door Hinge (Type 3005) is made of heavy wrought metal and has an adjustable tension.

The spring is entirely enclosed and made of oil tempered steel wire. Nothing better in workmanship or finish. Packed one pair in an individual box with screws to match.

TRADE CSB CO MARK

Type No. 3005 Adjustable Tension

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M-36

VOL-PEEK

IT'S GUARANTEED

Vol-Peek is absolutely guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Recommend it to your customers. It's usefulness is readily apparent. It sells itself. 60% profit in it, too. Sold and advertised all over Canada.

Our attractive display stand on your counter will make sales for you. Contains 24 packages for $2.25. Order one to-day.

At your jobbers or direct.

H. NAGLE & COMPANY
(Owning and Operating Vol-Peek, Mfg. Co.)
Box 2024, MONTREAL - CANADA

INCOMPARABLE

REGISTERED
TRADE MARK.

Buyers of Fishing Tackle!

In recent years you must have noticed a marked tendency on the part of **Anglers** to demand finer—less clumsy—better quality tackle. In other words, anglers are becoming real **Sportsmen,** instead of just fishermen and prefer to rely more on their own skill than on coarse, cheap tackle, large hooks and hand lines.

Buyers: Be prepared. The demand for higher grade, more sportsmanlike tackle is surely growing rapidly.

We manufacture all grades, but we much prefer to make and sell the **best**—the most sport-productive and cheapest in the end —**the Incomparable Brand.**

Mail orders and correspondence solicited. Goods sold to the trade only.

Ludgate, Ryder, Thomas & Co.
Clive Road
Redditch - England
Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois

Quick Sales
Big Profit
Satisfaction

Don't Throw it Away

Does Your Granite Dish or Hot Water Bag Leak?
USE **MENDETS**
A PATENT PATCH

Occupy But Little Space
Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.

MONEY MAKERS FOR YOU

Quality Hardware made STAPLE by Years of Satisfaction to the User.

Jobbers, have you catalogued? *Retailers, have you ordered?*

Premax, Dodson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps

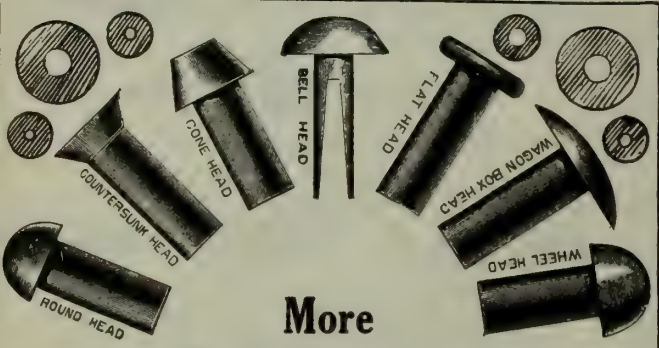
Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.
Our line of Wrenches are admirably adapted for premium purposes — we imprint them, too.

ASK FOR CATALOG NO. 25HM.

9 F

Niagara Falls Metal Stamping Works

237-239 Tenth Street Niagara Falls, N.Y.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe
Nails, etc.

The Parmenter & Bulloch Co., Limited

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

REED'S
ECONOMY ROTARY
ASH SIFTER

Made Better so as to Sell Better

DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

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E. Roy, 854½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 12 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

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An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

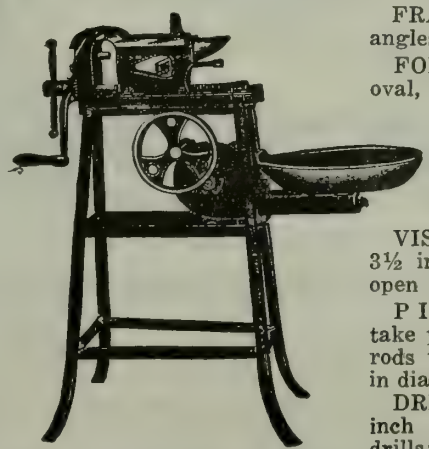
It pays to sell **STILL'S.**

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

VISES *A Type and Size for Every Service*

Rock Island Combination Forge, Anvil and Vise



FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is driven by an accurately cut gear and pinion.

VISE — jaws ars 3½ inches wide and open 11 inches.

PIPE JAWS — take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

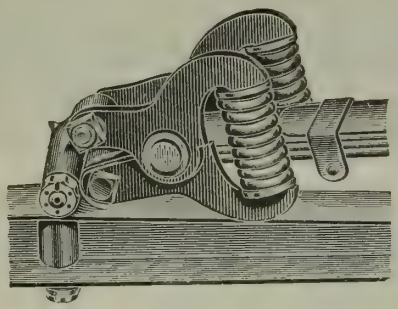
Factory and Office:

Rock Island Manufacturing Company

ROCK ISLAND, ILL.

NEW YORK---113 Chambers St. CHICAGO---180 N. Market St.

Would You Like to Make a Sale to Every Ford Car?



Star W-X Shock Absorbers

have every Ford car as prospects. They increase your turnover quickly. They sell readily to all Fords because they are simply and easily attached without extra tools; rigid to fore and aft forces and movements, thus harmonizing perfectly with the regular spring mountings; offer greater flexibility and sure easy-riding qualities.

Sell them like Spark Plugs—any owner can attach it.

Star Specialty Manufacturing Co.

227-233 West Erie Street, Chicago, Ill., U.S.A.

MADE IN CANADA

UNIMECO WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Better "Hug"
"No Creep"

"Transfer" Power Belting

Interesting Selling Points

that arouse the favorable interest of your customers at once; that catch and hold his attention, convince him, and close sales. "Transfer" Belting is weather-proofed; exceptionally strong and reliable; the "hug" is perfect and it takes care of shifting loads with astonishing ease. A clever method of weaving makes each thickness practically 2-ply and yet so united that "creep" is impossible.
Made in widths from 1 to 48 inches and in 2 to 10-ply.

Fully guaranteed by the manufacturer.

Sole Selling Agents

Campbell Agencies

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PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

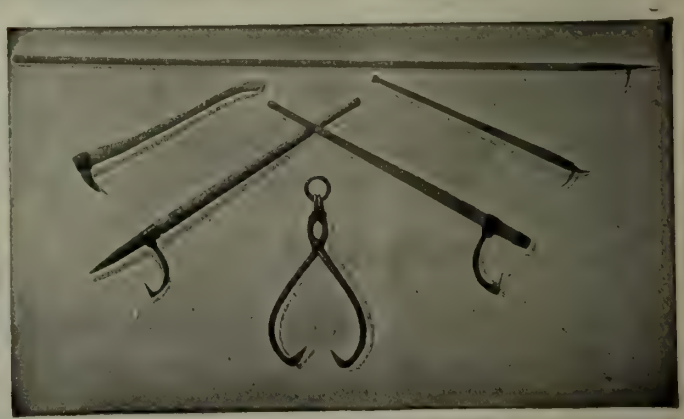
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



THE manufacturing plants in your district present an opportunity for sales in these high quality lines.

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

Their well-known reputation for quality is a valuable asset to the dealer selling them. A complete stock on hand, together with an attention-creating display, will attract your local buyers.

May we send you catalogue and prices?

Canadian Sales Representatives:
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Mr. Alexander Gibbs, 3 St. Nicholas St., Montreal, Canada 'Phone Main 2343.
The Triangle Co of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

UNITED STATES SAND PAPER CO. WILLIAMSPORT, PENN

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LeTinCo
Mark

Quality Tinware

ASH SIFTERS, Corrugated, Galvanized.
ASH and GARBAGE CANS, Galvanized.
PAILS, Tin and Galvanized.
BOILERS, Tin and Galvanized.
OIL CANS, 5 Gallon, Galvanized.
BREAD PANS, Tin and Sheet Iron.
STOVE PIPE ELBOWS.
STOVE PIPES, Nested.
Special Stampings of all kinds.
Quality the Best. Prices Right.

THE LESLIE TINWARE CO.
LIMITED
114-116 SCOTT ST., OTTAWA, CANADA

Increase Your Sales of

INSECTICIDES

by stocking the best

GRASSELLI

Arsenate of Lead
Bordeaux Mixture } **Paste and Powder**
Paris Green

Absolutely the highest standard and used by the largest fruit growers and horticulturists all over the continent.

Handy Packages ***All Sizes***

The Grasselli Chemical Co. Limited
Hamilton Toronto Montreal

WROUGHT PIPE

BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

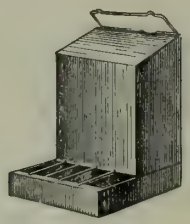
Ask your jobber for CT *Brand of WroughtPipe*

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL
Works: Lachine, Can.

The Popular New Line for Spring
COLLINS INCUBATORS AND HOVERS

MADE IN CANADA

Cycle Hatcher



Hoppers, Troughs
and
Founts of all kinds

Radio Hover

The needs of poultry people, large and small, can be taken care of by the hardwareman. Eggs and poultry are a live question. Our line is complete:—First the Incubator, next the Hover, then the galvanized hoppers, founts and our standard line of sprayers. Get acquainted with these at once from your jobber or

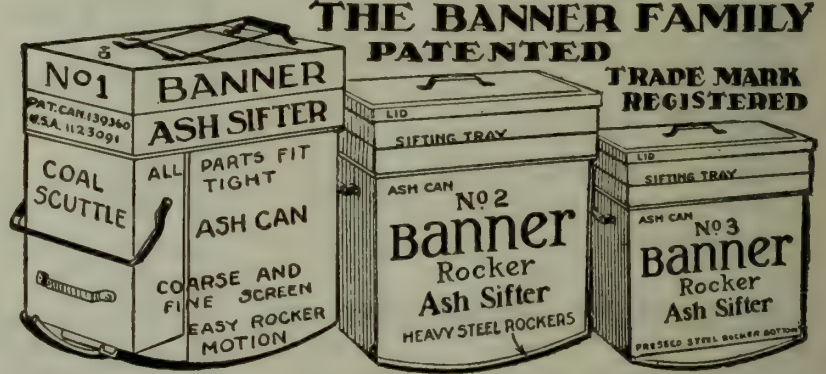
THE COLLINS MANUFACTURING COMPANY
TORONTO

You Can Recommend the

Banner Ash Sifters

Order from your wholesale house, or

THE BANNER FAMILY
PATENTED
TRADE MARK REGISTERED



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TINOL SOLDERING SALTS
(NON-CORROSIVE)

TINOL Soldering Salts are scientifically compounded, packed in air-tight cans, which keep the salts free from moisture.

TINOL Soldering Salts contain the proper deoxidizing agents and will enable solder to flow freely on all metals. This insures a perfect mechanical combination.

No corrosion. No gummy residue. No obnoxious fumes.

Packed in 2 oz., 4 oz., 1 lb. cans and bulk.

Manufactured by HESS & SON, Philadelphia, Pa.

E. G. GOODERHAM, 24 King St. West, TORONTO
CANADIAN SELLING AGENT

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Arrowhead Saws

Vanadium Steel

The Standard of Canada

"Arrow heads" are good sellers that make satisfied customers and bring repeat business because they are made right. Made right in temper, balance, hang and properly set.

Put one in the hands of a mechanic. Watch your customer register recognition, satisfaction, appreciation, desire and purchase.

T. F. Shurly Company
Limited
St. Catharines, Ontario

LOCKS, BOLTS AND BARS

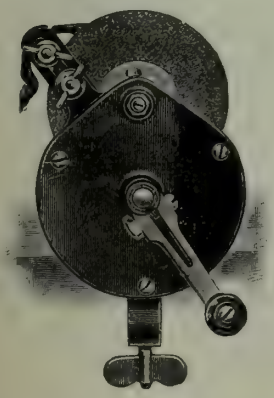
These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.

We are in touch with the most noted and remote manufacturers in the trade.
Do not stand and wonder where you can procure any particular line in hardware. That's ours!
We shall assemble all your requirements and dispatch in one consignment.
Let us have your enquiries at once. Delays are dangerous on a rising market.

Address your envelopes B Dept.

Hardware Exporters

White & Colquhoun
45, 47 and 49 Mains St., off Waterloo St., Glasgow

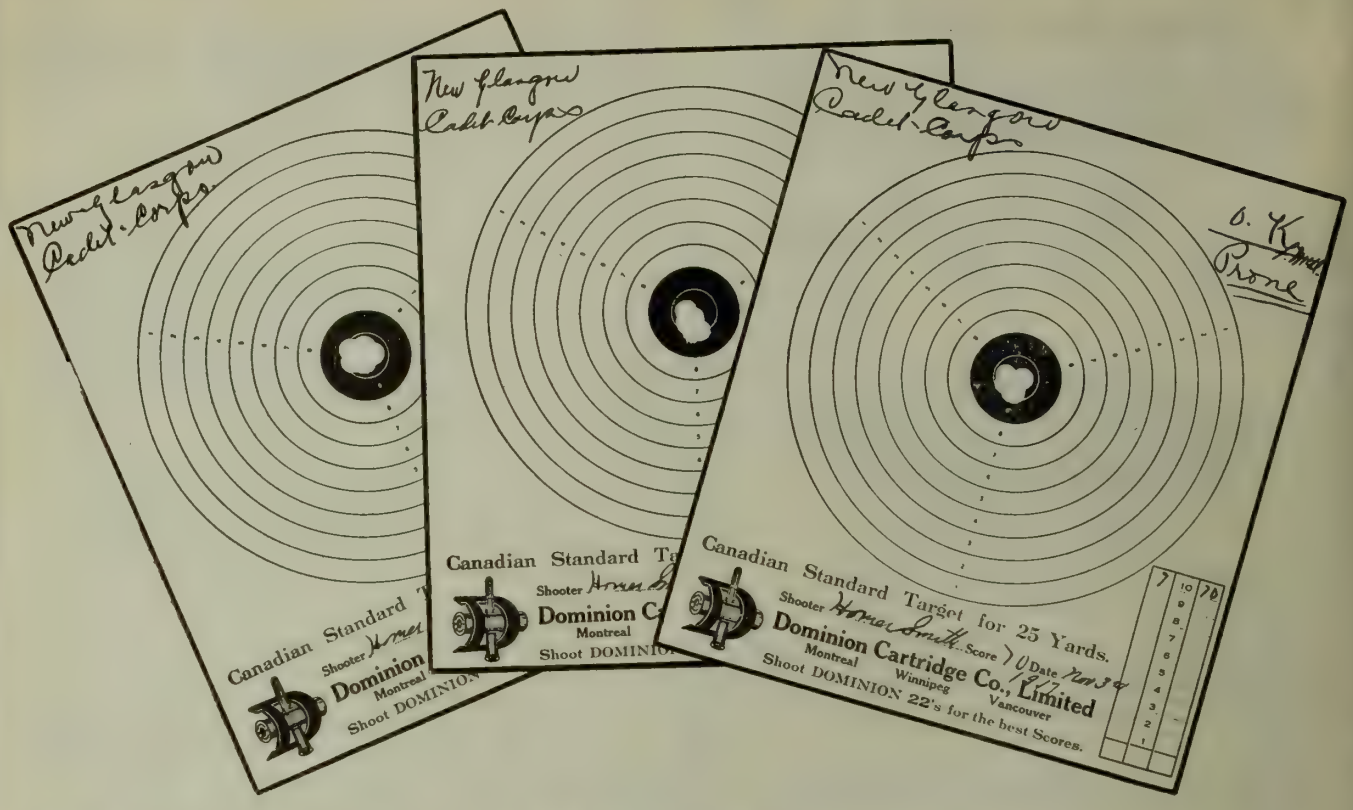


Cool Kutter Grinders

Fill a Special Want

They were placed on the market to supply the demand for a cheap grinder that's good, and they do. Best value ever offered to the trade. Wheels specially selected for cool, quick-cutting qualities.
Get Catalog No. 1. Write your jobber.

Western Hardware Mfg. Co., Limited
Milwaukee, Wisconsin



Targets like these mean business for you

They were made on the standard 25-yard range by Dominion Marksmen with Dominion .22's.

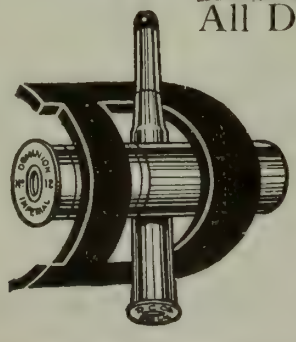
Over 6,000 boys in Canada are shooting

Dominion .22's

in efforts to make similar scores.

This means business to every dealer who carries this ammunition.

All Dominion ammunition means more business — not only .22's but all the larger calibre metallics and Dominion Shotgun Shells. Order from your jobber to-day.



Dominion Cartridge Co., Limited

Montreal - - Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, FEBRUARY 21, 1920 No. 8

CONTENTS

Fifteenth Annual Convention Ontario Retail Hardware Association 61
Reports of President, Secretary and Treasurer 62-63
High-grade Paints Versus Department Store Specials 64-65
What the Wholesalers See Ahead 65-67
Trend of Prices on Manufactured Products 68-72
The White Lead Problem in Relation to Present World Conditions 68-72
Reconstruction in the Hardware Trade 68-72
Outlook for 1920 in Iron and Steel Market 72-73
Reports of Social Features and General Discussion 74-81
Editorial 84
Events in the Trade 85-87
New Hardware Goods 88
Weekly Hardware Markets 89-96

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ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

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SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

K K

Fills a Recognized Requirement

What it does and why it sells so well

K. K. is a powdered, chemical compound scientifically prepared. Its purpose is to remove the objectionable stains of uric acid, etc., from the bowls of closets, traps and urinals that are made of Vitreous ware only. K. K. will keep the bowl clean and sanitary with no unpleasant labor. It will not injure bowls, pipes or plumbing connection. K. K. is free from odor, dirt, and gives off no fumes.

Its marked success and ready sale are due to its efficiency and the need of a prompt, easily applied substance to do this work without unpleasant labor for the housekeeper.

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Limited
110 Church St., Toronto, Ont

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55 St. Francis Xavier St., Montreal, Quebec.
Ontario and Western Representative:
L. F. MAYNE,
99 Quebec St., Toronto.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXI. TORONTO, FEBRUARY 21, 1920 No. 8

The 15th Annual Convention O.R.A.

Ontario Retail Hardware Association Members at Four-Day Session in Hamilton, Discuss Many Matters of Importance to the Trade—Ed. Wanless of Chatham, Ont., is the New President—Practically Complete Report of Convention in This Issue

One of Hamilton's Beauty Spots.

ON the following pages readers of HARDWARE AND METAL will find a practically complete report of the proceedings of the 15th Annual Convention of the Ontario Retail Hardware Association, held at Hamilton, on Tuesday, Wednesday, Thursday and Friday of this week.

The publication in this issue, on such short notice, of practically a complete report of the many addresses is no small task, but it is in accordance with HARDWARE AND METAL'S policy to give our readers the best possible service.

The reports of the officers, general discussions and special addresses of trade representatives are worth the close perusal of every hardware merchant in the Dominion, as many of the matters taken up and the various problems discussed bear very closely on general conditions which affect the trade from coast to coast.

The report presented by Secretary W. F. Macpherson, of Prescott, Ont., showing the work that has been done during the year was most gratifying, especially from the point of view of steadily increasing membership, and of the work done in the interests of the members.

It is planned to steadily expand this work for the members and the stronger the association becomes the more work can be done.

Manufacturers representatives expressed some unusually interesting views regarding the probable future trend of prices and supplies. Representatives of the Wholesalers' Association covered many important phases of conditions in the hardware trade at the present time. The addresses on sales methods provide an abundance of food for thought. The session for "members only" proved unusually interesting on account of the many live topics which came up for discussion.

The social side of the convention was also a splendid success, particularly the banquet tendered by Wood, Alexander & James on Wednesday evening, and the luncheon tendered on Thursday by the Hamilton Hardware Manufacturers.

The hardware exhibits of the manufacturers represented a great amount of expense and effort, the manufacturers finding it rather difficult in some cases to show their entire range of goods, owing to the present scarcity. The flu epidemic, so prevalent at present, was responsible for the absence of many who had intended to be present at the conventions.

Those who attended the various meetings, took part in the discussions, visited the factories and exhibits, and met the manufacturers and their representatives, will return to their business in all parts of the Province with a broader grasp of the general situation to-day, and a more thorough knowledge of conditions in the hardware trade and what is likely to obtain in the future. This knowledge has a value to all that cannot be reckoned in mere dollars and cents. although what was learned at Hamilton will certainly have a real financial value also. In the best sense, though, the convention served, as previous conventions have served, the purpose for which it was held, to help make the hardware dealers of Ontario better merchants. It will help them to solve their various business problems, and give them what is not always easily obtained—a view of the other fellow's difficulties and how he meets them. It will give them also what every merchant needs, an appreciation of the manufacturer's viewpoint. Gatherings such as that which has just closed at Hamilton emphasize, perhaps as nothing else can, the real and far-reaching value to the trade of close co-operation. As hardware merchants help one another and as merchants, manufacturers, and wholesalers draw closer together and all gain a mutual understanding of one another's needs, they learn how to best adjust matters so that the very best interests of all will be served. This spirit of co-operation and understanding is one of the corner-stones of successful merchandising. The stronger the association becomes and the closer its members pull together the larger the results obtained. The old motto: "United We Stand," is as true now as ever it was, and every hardware man who has not yet joined the Association should lose no time in doing so, thereby reaping the benefits which are bound to be still further increased by the co-operation of every one.

Convention Delegates Are Welcomed by Hamilton Mayor

Mayor and Manufacturers of Hamilton Extend Cordial Welcome—Address of President White and of James Hardy, Secretary of the Canadian Wholesale Hardware Association—Good Business Ahead

MAYOR BOOKER, of Hamilton, extended a warm welcome to the delegates. It was the third occasion, he said, on which it had been his privilege to welcome the hardware men in convention in Hamilton. Touching on business conditions, he declared that Germany was a country to be reckoned with because she is intact and thus has a great advantage in the economic war that is now being waged. Regarding immigration to Canada, he expresed the view that all undesirables should be excluded in order to save the troubles that come from allowing any and everyone to settle here.

C. H. Hubbard, representing the manufacturers of Hamilton, also extended a very hearty welcome to the hardware merchants. Hamilton manufacturers, he said, appreciate very much the visits of the hardware merchants to the city and are always glad to have them come.

President Wright, in replying to the welcome from the manufacturers, said the hardware merchants thoroughly appreciate the efforts of the manufacturers, not only of Hamilton but at all points also. Close co-operation between the manufacturers and hardware merchants was desirable and he was glad to see it working out so well.

He paid a high tribute to the work of Secretary W. F. Macpherson.

"He is the pivot of our entire movement," he said. "He has been in office long enough to know all its angles and he makes use of everything to further the interests of the association. The success we have met with is due largely to the efforts of the secretary. He has made a success of everything he has undertaken."

He also paid a tribute to the good work done by Treasurer John Caslor and thanked the members of the executive for their co-operation.

Col. Arthur F. Hatch, of the Canada Steel Goods Co., Ltd., also extended to the visiting hardware merchants a hearty welcome on behalf of the manufacturers.

"Take every interest in your association," he said, "and help build it up. You are doing what you can to help build up the country and no one can do more in many ways than the hardware merchants. There is a great demand for homes and public buildings and these cannot be built without the co-operation of the hardwaremen. You have your obligation to the country just as much as the man who is growing grain or producing other things and it is up to you to discharge that obligation."

A new plan and one which proved very effective in getting the delegates out promptly for the sessions was the appointment of a committee of "whips." The whips were Messrs. Rankin, of Ottawa; Smith, of Belleville; Phillips, of Toronto, and Bailey, of Hamilton. These gentlemen, by their efforts, succeeded in getting the members out promptly and the sessions started on schedule time.

A resolutions committee was appointed, consisting of Messrs. McGregor, Rankin and Hawkins.

A. G. WRIGHT

Of Wright's Hardware, Hamilton, Ont., the retiring president who presided at the annual convention of the Ontario Retail Hardware Association.

Sees Good Demand

James Hardy, secretary of the Canadian Wholesale Hardware Association, speaking to the delegates on Wednesday morning, predicted brisk business ahead with shortage of supplies. Taking Toronto as an instance, he said, the natural increase in the city's growth this year would be 17,500. This would necessitate 4,400 houses, not to mention any new garages, stores, factories and other buildings that might be built. Toronto was only one city of many in Canada and conditions all across the Dominion are the same.

"You can see for yourself how much merchandise will be required to supply merely normal demands," he said. "It is going to be necessary for you to make every provision beforehand to get your goods."

ED. WANLESS

J. C. Wanless & Sons, Chatham, Ont., elected President of the Ontario Retail Hardware Association.

Mr. Hardy referred also to the rate of exchange and to buying "Made in Canada" goods.

He also referred to the mail order houses and department stores, saying that this question was discussed at a meeting he attended recently and it was the consensus of opinion that the retailer himself is the important factor in connection with the catalogue house.

"You must get the necessary information in your towns," he said, "regarding sales. Fifty per cent. of your own employees may be buying from the mail order firms. Do you know from whom the doctor buys? Is he getting what he wants from you or is his merchandise being brought in? Find out who is buying the merchandise out of town and then reason with them and show them that they cannot expect to take your money unless you get theirs.

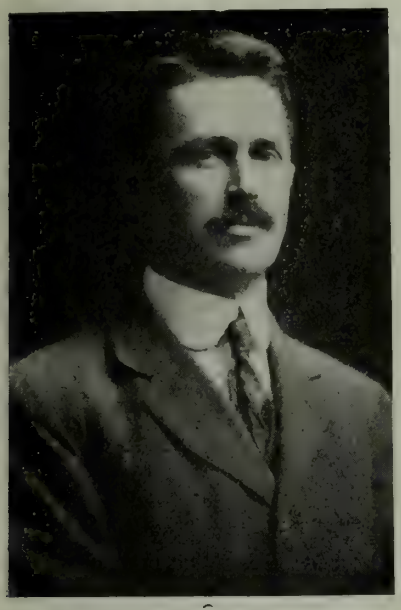
Get All You Can

"My advice to you about getting goods," he said, "is to get all you can and I would not bother about the price. I do not think you will have a chance in the next six or nine months to get as much as you got in the last."

Mr. Hardy briefly discussed the recent order of the Board of Commerce and stated that information he had received from Ottawa was to the effect that all are to be given a fair show, that the Board is not planning to pull down prices but rather to find out about

complaints which have been made and get information as to prices which prevail. He said he did not anticipate that hardware merchants would have any trouble in satisfying the requirements of the Board of Commerce.

S. H. Alexander, of Wood, Alexander and James, told of the difficulties being experienced in securing goods. The firm recently wanted a car of material for immediate delivery in Vancouver and was advised by the manufacturers that it might be shipped in August. He mentioned several other instances of a similar nature and said they are occurring constantly.



W. F. MACPHERSON
Prescott, Ont., Secretary Ontario Retail Hardware Association.

T. B. Williamson, of H. S. Howland Sons & Co., Ltd., Toronto, spoke briefly.

Sees Good Business

James Hossack, of the Lufkin Rule Company, said he was satisfied there was a long period of good business ahead and instanced the demand for surveyors' chains and tapes as an infallible barometer of business activity. Engineers and surveyors, he said, precede all others in big development projects. When they are slack, it shows that nothing is planned. At the present time it is impossible to turn out engineers and surveyors' chains and tapes fast enough. This business had begun to be active ever since the signing of the armistice and had been steadily growing ever since.

President's Address

President Wright's address was as follows:

Officers and Members of the Ontario Retail Hardware Association.

Gentlemen:—I desire to express my thanks for the honor you conferred on me one year ago by electing me as your chief executive officer.

I have endeavored to carry on the work with the help of your executive and officers, in a manner that I trust will receive your approval.

The membership increase has been a substantial one.

Our finances are in good shape, as your treasurer's report will show.

The service given the members, through your secretary, has been of great benefit, keeping in mind the rapid change in price lists and discounts. It would require a staff and equipment of some size to cope with the existing conditions. Let us hope these conditions will become normal in the near future.

The past year has been a busy and trying one, on account of the scarcity of goods and rising prices of all merchandise; the present one will require careful thought and steadiness of purpose.

The executive have planned an exhibit, at considerable time and expense. The manufacturers have provided displays of merchandise for your inspection. I trust they will receive your time and attention. Social entertainment has been kindly provided by the local manufacturers, wholesalers, and others.

I invite you to attend all the meetings promptly on time, and take part in the discussions.

Many important subjects will be offered for your consideration. May I strongly impress on you the need of further increasing our membership? A plan will be presented for your approval during the session.

The publicity and help of HARDWARE AND METAL and "Canadian Hardware" during the year is much appreciated, also those who are giving their services to fill our splendid programme at this convention.

I trust the sessions will be profitable and a pleasure to us all, that harmony prevails, and that you will take home with you lasting benefit and kind memories of the Fifteenth Annual Convention held in the ambitious city of Hamilton.

Secretary's Report

To Officers and Members
Ontario Retail Hardware Association.

I beg to submit herewith my fifth annual report as Secretary of your Association, at this your Fifteenth Annual Convention.

Membership.—The total membership at date of last report, covering year 1918, was 251.

During the year just closed—1919—there was added 77 new members, making total paid-up membership, to date, 328. While we have had a steady increase during the past few years, with comparatively few lapses of membership (which were, for the most part, caused by death or withdrawal from the hardware business), it is a matter of regret that the benefit to be derived from our Association has not yet suggested itself to a very large number in the trade in Ontario. However, "slow, but sure" is not a bad motto, and, with increased revenue in the hands of your incoming executive, we certainly look for good growth during the present year.

The service plan of the association, in the matter of price lists, net cost sheets, collection letters, etc., has been carried out as fully as the finances of the association would warrant, and, from many letters received, has been fully appreciated by the members. The collection letters are now being used to a greater extent, and have proven very successful.

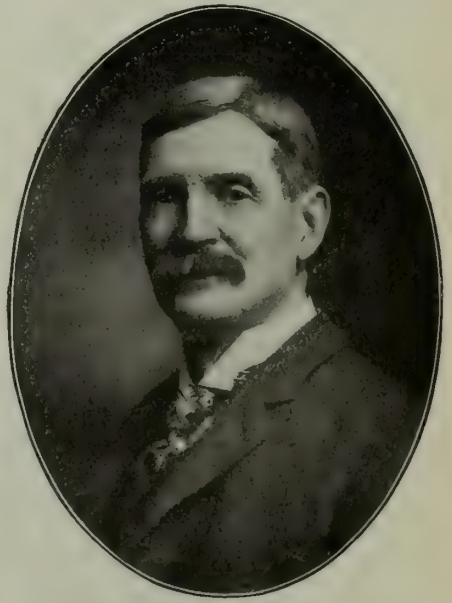
A few of our members also availed themselves of the opportunity to list, through the sales bureau of the association, lines which they wished to dispose of, and I have been advised of several good clean-ups in consequence.

Several cases of injustice to the retail trade, on the part of certain interests, has been drawn to the attention of the executive, and will be brought before the convention for consideration at a members' session.

Your president, officers and members of the executive have, with the splendid co-operation of HARDWARE AND METAL and its manager, Mr. Davis, worked faithfully and energetically to ensure the success of this convention, and I am sure that the results of their labors, both in regard to program and exhibition, will be heartily appreciated by you.

Just a word in connection with the future of the association. I have a vision of the day when this organization will have attained sufficient growth to warrant the engagement of a secretary who will be able to devote his whole time to the work of the association, enabling a service to be rendered which would be invaluable to its members—

Continued on page 72



JOHN CASLOR
The veteran treasurer of the association who has never missed a convention and who refuses to have a new photo taken.

Quality Paints vs. Dept. Store Specials

Comparison Between Department Stores—How Paint Departments Are Operated—How to Meet Competition on Low Price Lines

Address by ROYAL CLUXTON, Manager The Canada Paint Co., Montreal, Que., before Convention Ontario Retail Hardware Association

FIRST of all we will take the cities of Chicago and Montreal and analyze the sales of paints and varnishes in several of the leading department stores.

CHICAGO—

The Three Largest Department Stores

Marshall Field's.
The Boston Store.
The Fair.

All three have highly developed paint departments in charge of a competent man or woman with a staff of clerks well posted on proper finishes to use over different surfaces.

Stocks well kept up.
Stocks attractively displayed.
A complete line of a high standard quality of paint carried and featured.
A stock of cheap house paint carried.
The cheap paint is used as a bargain bait, but most people are induced to buy the better qualities before leaving the store.
Never cut prices on standard lines.
Very large and profitable turnover.

MONTREAL—

Dept. Store No. 1:—
Carries a full line of a standard high quality paint.
Paint department is in charge of a permanent and competent clerk prepared to give intelligent information on what to use on different surfaces.
Stock well displayed.
Stock well kept up.
Fine trade, good and profitable turnover.

Dept. Store No. 2:—
Carries a medium grade house paint, under a special store label.
Does not carry a complete line of any manufacturer's paint.
Broken stock.
Frequently out of staple shades.
No one in particular in charge of paints.
Doing poor paint business.

Dept. Store No. 3:—
Handling cheap line only.
Stock poorly kept.
Out of staple lines.
No one in charge of paint department.
Sell very little.

After a thorough analysis of leading department stores in two of the leading cities in the United States and Canada, we find that through their activities in advertising, etc., they are constantly stirring up a larger and more popular use of paints and varnishes and quite naturally, hardware merchants in different parts of these cities, who take an intelligent interest in their paint and varnish departments are benefiting by the efforts of these department stores.

Two Essentials

The success of the paint department, which will always be found to be associated with hardware in the department stores, stands firmly on two legs, and if you would increase the sales and profits of your paint department, I would recommend them to you for your consideration and action:—

First:—An intelligent clerk is assigned the responsibility of looking after the stock and seeing that it is kept up properly, and attractively displayed, also giving proper information on what to use and how to use it. Educate your clerks to be salesmen instead of order-takers. Confine your entire stock, as much as possible, to one standard brand. It cuts down your investment and increases your turnover and profits. Have a salesman from your paint company spend an evening or two with your staff, at your store, teaching the proper use of paint and varnish. You will find it a profitable even-

ROYAL CLUXTON

ing. People will come to your paint department if they can get the right information and the right paint for the surface to be finished. Take an interest in what your customer is going to paint or varnish and they will take an interest in your store.

A Complete Line

Second:—Handle a full and complete line of the best quality paint and varnish you can secure and confine your purchases to one firm. A broken line of paints looks to the public like broken confidence, and in addition to the first quality line, in house paints only, handle a small stock of a cheaper grade. There are a few people who are not yet educated to the economy of higher quality paints. Hold their trade with your cheaper house paints. Remember that they also buy stains, varnishes, etc. By offering them the cheap paint which they think they want, you are in a position to induce them to buy the better quality, and one trial is usually sufficient to make a new customer for your better brand. In some cities advertising through the daily papers plays a large part in the paint department sales, but any special prices will be found, as a rule, to be confined to the cheap lines of house paints which they carry.

Towns and Villages

Hardware merchants in smaller towns and rural districts have frequently to meet competition from other merchants who quote prices on a cheaper line of house paints; the best way to meet it is to carry a small stock of a cheap house paint along with your high quality line, so that your customer can take his choice, and in nine cases out of ten he will wind up by buying the best and highest priced. Why? Because it's the cheapest in the end. You carry one or two cheap stoves along with your high quality stoves, but how many do you sell—very few—but they hold your trade and help to sell your quality line.

The question of price centres entirely around house paints. The consumer rarely challenges the price on other paint or varnish products.

The following illustration is only one of several practical methods by which you can convince anyone that it is far cheaper to purchase the high-priced, high-quality paints than it is to purchase cheap quality, cheap-priced paints. The first quality line of paints and varnishes are manufactured from pure white lead, pure white zinc and pure linseed oil. Up to the present time, these products represent the most durable pigments and liquids that can be used for painting purposes. They are also the most expensive. There are many other substitutes, both in pigments and liquids, cheaper in price, but with less protective value.

Covering Capacity

You will note on practically all color cards for cheap paints that you can give figures on a covering capacity of 300 sq. feet, two coats to the gallon, while on the high grade paints you are quite safe in figuring on 425 sq. feet, two coats to the gallon. This difference is due to the greater spreading and covering qualities of white lead, zinc and linseed oil, over any other raw material or liquids.

The following demonstration is a simple method of convincing your customer of the folly of buying paint by the gallon instead of by the job:—

Comparison
Based on Selling Price

House: 30 × 40 (30 + 30 + 40 + 40 = 140) × 40 high = 5600 sq. ft. to be painted

Per Gallon covering capacity. 425 sq. feet) 5600 sq. ft. (13 gal. retail at $7.25 ..... $94.25
425
1350
1275
75

Covering per Gal. 300 sq. feet) 5600 sq. feet (18 gal. retail at $6 ..... $108.00
300
2600
2400
200

Cheap paint at $6.00 per gal., cost per job $108.00
High grade at $7.25 per gal., cost per job 94.25

$ 13.75

Continued on page 66.

What the Wholesalers See Ahead

President of Wholesalers Sees No Relief From Scarcity and High Prices for at Least Six to Twelve Months—Steel Must be Foundation of All Calculations

Address by C. A. WHITWAM, President Canadian Wholesale Hardware Association, before Ontario Retail Hardware Association Convention

MR. CHAIRMAN AND GENTLEMEN, or rather let me say Fellow Hardware Men, since I had the pleasure of addressing you a year ago, many things have happened. We were then in the dark. We had many and varied opinions of what would happen during the coming year, but I think we were in unison in one opinion at least and that was that we were going to have a very prosperous year, and that there would be little if any decline in value during the year. But I do not think many of us were willing to express an opinion that prices then in use would be very low as compared with what prevail to-day, but gentlemen, whatever our personal opinions were then, we all have to acknowledge that prices when reviewed in comparison to those that prevail to-day would be considered low and this leads us to the question

What is Ahead?

What has 1920 in store for us? First, let us review the situation and see as far as we can. What has led to all this? I think we will all acknowledge we are living in a new day, a day that the world has never seen anything like it before. In 1913, the world was jogging along as it had been in the past. Prices were low. More goods were being produced than there was demand for, but in 1914 this was all changed. The Great War was forced on the world and nation after nation drawn into it and millions upon millions of men drawn from their regular avocation, either enlisted or drafted into the several armies or assigned to other than their regular work, supplying the armies with their requirements. Regular production for civilian requirements was curtailed, and this going on for nearly five years, the world was robbed of stocks, and shelves were bare of goods everywhere, but the demand was kept up and with so many men who in the past were producers turned to works of destruction and not enough left to produce, there could only be one end, and that was short stocks becoming shorter and harder to get, and governments willing to pay any price to get the goods, prices naturally went sky high.

Sent Wages Up

This of necessity made wages go up and up, because men could not live and get the commonest necessities on the old wage and this in turn increased the cost of production till the old dollar became about 30 cents of its old value. Consequently it just means that we were all revolving on a plane of higher level and instead of a circle down here, we were revolving on a higher level and taking much more money to do it.

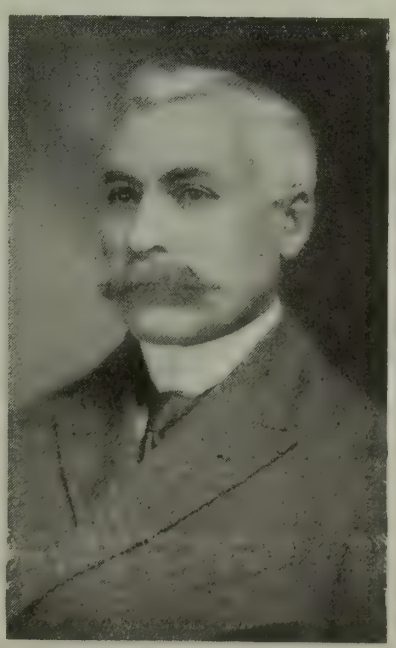
At last the much longed for Armistice became a reality, but although Germany, Austria, Turkey and some of the other nations laid down their arms on the one side, as well as the Allies on the other, still the world having got used to war, it seemed that war was not all over, and in some countries such as the Balkans and Russia could not get away from it and at this time it appears as though this great conflagration must keep up till it burns itself out.

No One Knows

Just how long this will keep up no one knows, but as I said the Armistice was signed and with so many men released we naturally thought the world would settle down and take on its old-time habits and modes. Still with famine conditions, although there was no famine in this part of the world, still with the demands of the starving peoples of Europe foods could not come down in price and as a matter of fact statistics compiled by an official of the American Government show that the cost of living in the U.S.A. at the end of 1919 was 13.5 per cent. higher than at the time the Armistice was signed. How much longer this thing is going to keep up we do not know. One thing is sure, the reconstruction of Europe will take all steel and iron that can be had for some considerable time to come, and there is no doubt the production has been very materially lessened by the steel and coal strike in the United States. Not only this, there is another factor and that is the shortening of the hours of labor, and this I say guardedly, because I do not want to see any man or body of men overworked.

All Must Help

But emerging as we are from the calamity of war, I think it should not be so much a matter of the working hours of the people generally, so much as the general desire on the part of all, for every man to put his shoulder to the wheel and do his utmost to help the world to gain stability and in that way to reduce inflated prices and remove as far as possible the burden resting on every man in his struggles for existence. Of course, with everything in the condition that it is now, this process will be lengthy and long drawn out. I have a great deal of faith in humanity in general and we will emerge eventually from our present state with the nations of the world refined as gold by the fire. But this is all theory. Let us now turn to conditions as they exist, as viewed in the light of to-day. As pointed out, there is a great shortage of goods, particularly in the base metal market; steel, iron, copper and lead are all scarce. Many of the steel mills are sold up, that is, they have orders booked for the first half of 1920, and will not accept any more orders at any price.



C. A. WHITWAM

Vice-President of the Hobbs Hardware Co., London, Ont. and President Canadian Wholesale Hardware Association.

Railway Situtaion

We are told that U.S. railroads will be turned back to the original owners about 1st of March, and that during the time they have been operated by the Government, replacement of equipment has been at a standstill and that now they require enormous outlay for cars, locomotives and rails, and where they are going to get the supply of iron and steel I do not know. Neither do I know under the present conditions where they will get the labor from unless they pay wages sufficiently high to take men from other positions. The following is from the New York *Journal of Commerce*, Jan. 9: "No break in heavy demand for steel. Mills swamped with orders they cannot fill. Shortage of sheets grows more pronounced. Bars are equally scarce—Consumers pay $13 advance on price schedule. There is no sign of a break in the heavy demand for steel billets, sheet bars and finished steel and the production is not increasing. The mills, therefore, are falling still further behind current requirements. Of late they have been hampered by inadequate transportation facilities which has delayed deliveries of coke and coal."

Shortage May Increase

From the present outlook the shortage may grow more acute before a turn for the better take place and prospects are that the scarcity will be felt for several months. The shortage of sheets is particularly marked and is causing serious inconvenience to consuming industries. Automobile manufacturers speak of an out-turn during 1920 of 2,000,000 pleasure cars, not to mention commercial vehicles and motor trucks. Where the steel is going to come from to fill such prospective requirements the car builders may know, but it is doubtful that any steel man could accurately answer the question. Reports from the Mahoning Valley are by no means encouraging. The sheet mills are said to be completely sold up over the first quarter, and while demand is accumulating they are declining further orders. Buyers are no longer particular as to quality and a considerable tonnage of off-grade material has been disposed of at the market price of prime steel.

For Large Lots

The automobile builders and oil companies are in the market for large lots with apparently not much prospect of having their requirements met more than half way. What makes the situation serious is the shortage of steel bars with which to roll the sheets. The producers are also seriously handicapped by infrequent deliveries of coal. Sheet bars are still quoted by the United States Steel Corporation at $42.00, but it has been unable to take care of the demand and a large business has been taken by independent concerns at premiums ranging between $10 and $13 per ton over the schedule quotation. "Plates are almost as scarce as sheets and the demand for steel pipe and wire products exceeds mill capacity," and from what I am able to gather these conditions are not very far removed from what pertains in other parts of the world.

An English View

Let me quote from a letter recently re-

ceived from John Shaw & Sons, of Wolverhampton, England, which is as follows:

"Please find copy of our new issue of prices current. In comparison with pre-war days, the figures will be found high, but there is absolutely no help for this. Neither so far as we can see is there the slightest prospect of any reductions, indeed the position in respect to many lines has already asserted itself in the necessity to double old list figures and in some instances there is still a plusage even over that. Old list prices are fast falling out never to return."

From Cutlery Firm

Here is another. This is from a large English cutlery manufacturing company. This is what they say: "We have to hand your favor for which we thank you. In reply to your request for sheep shears, we may say that we will get you the goods in good time for the season, but the prices will be current at the time of delivery. These are the only terms that we can at present work, as every day some advance takes place without the slightest warning. For instance, this week we are faced with a wage advance of 5 per cent. per week per man, with a sale advance of 12 1-2 per cent." Now gentlemen, this order was placed in 1914, so you see how hard it is to get the goods. But let us return a little nearer home.

The following is from the New York *Journal of Commerce* of Jan. 4: "SEES NO PROSPECT OF ANY CONSIDERABLE FALL IN PRICES FOR SEVERAL YEARS YET." Washington, Jan. 4. No prospect of any considerable fall in prices for several years to come is seen by Royal Meeker, Commissioner of Labor Statistics and head of the bureau which collects information on the trend of prices used by the Government in official negotiations concerning wages and similar questions. "People generally are yearning so intently for lower prices that they have not thought much about the results of falling prices," Mr. Meeker said. "The prices we kicked about in 1913 have come to be regarded as ideal. Untold distress has been caused by the rapid price increases of the past four years. The sufferings already endured by the people through rising prices will be multiplied tenfold if prices drop within the next seven years to the 1913 level. A period of falling prices is always a time of business depression, failures, and unemployment."

Would Produce Inflation

Declaring that the governments of the world could not reduce their indebtedness suddenly, the Commissioner said the credit which would have to be extended to Europe by this country would produce further inflation, "thus boosting prices still higher." Similarly the world's production of goods cannot be increased suddenly. "For that reason," he said, "fear that Europe would flood American markets to the detriment of domestic industry was unfounded.

"The normal seasonal drop in prices may be expected in 1920," Mr. Meeker continued. "In normal times the low price level for all commodities combined comes in March, April or May. These seasonal price changes are relatively small and will have but little effect upon the housewives' expenditures. No great and sudden fall in prices seems possible for a long time.

Should Speed Up

"Production should be speeded up to the limit and debts should be paid not with more debts, but with economic goods and services. These processes should be set in motion without delay. It will require several years to readjust industry and trade on a firm basis again."

The following is from a letter from F. R. Plumb Inc., of Philadelphia:

The Axe Situation 1920

"Answering several letters from our selling organization as to the axe situation for 1920, we give the following as our analysis: We cannot make firm prices on axes for 1920, because we cannot foresee what our costs will be six months from now. The steel shortage is greater than generally known and it is almost impossible to place any business with the steel mills with assurance of delivery before the third quarter of 1920. The steel situation will be further aggravated by the coal strike on account of reduced tonnage through the entire country, the full effects of which have not yet been felt. To make it worse, when the railroads are returned to private ownership the demands for material and tools, dammed up during the war, will absorb a great tonnage which may reach as high as 50 per cent. of the steel production, leaving very little for commercial use. All of this spells higher prices and short stocks of steel and we cannot predict how badly it will handicap us, nor can we afford to gamble on the future.

Continued Increases

"In addition, we are confronted with continued increases in the cost of labor due to advances in the cost of living. A report just issued by the National Industrial Conference Board shows that the cost of living to the average industrial worker has increased 13.5 per cent. since last March and continues to increase in spite of every effort to the contrary. Price will not be the question—delivery will be. The demand for axes has been exceptionally heavy. Stocks in the hands of both jobbers and retailers are being rapidly exhausted. Production at the factories is so far below normal that the shortage is even now in an acute stage and will grow worse, because if we combine shortage of steel with the acute labor condition it is easy to visualize the outcome.

"Therefore, we feel that it is your duty as our representative to tell your customers of conditions, advise them of the impending shortage."

Consider Results

The following is from the Payson Mfg. Co., of Chicago:

"The necessity for asking our friends to consider the results of the oversold market upon all raw materials prompts this letter, in explanation of the notice upon our acknowledgment of orders.

"No changes in price will be made from prices controlling at date of placing orders that are not necessary, and we hope that these cases may be few.

"It is not our desire to make unnecessary changes, but we must be able to cover costs.

"Goods are being shipped as fast as produced. There are no reserve stocks.

"Labor is uncertain—present wage levels may be changed—steel mills decline promises both as to deliveries and prices, only accepting orders upon prices ruling when shipment is made.

Delivery Indefinite

"Pig iron deliveries and prices are even more indefinite. These are the factors that govern our costs and will, from present indications, become, perhaps, more active.

"In some cases our sources of supply have indicated an indifference as to their obligations.

"In view of these unprecedented facts, you will, we believe, agree with us that our only safety is in reserving the privilege of covering increased costs, should these be forced upon us.

"Asking that we be allowed latitude that will enable us to adjust our prices to prices and conditions that may be forced upon us, seems to be the only logical manner for you and us to jointly meet the case."

This is from the *Boston News Bureau*, Monday, Dec. 29, 1919:

The Business Outlook

"Many branches of industry are booked up for the first half of next year and have been forced to decline a large amount of business.

"Consensus seems to be that no material reduction in either wages or prices can be made next year. Many producers are preparing for increased costs, which means even higher wages and commodity prices than now prevail.

"There is a scarcity of goods all over the world. Neither pig iron nor steel has grown more plentiful. On the contrary the scarcity of steel is accentuated. The shortage at the close of 1919 is more pronounced than at the close of 1918."

This paper has dealt mostly with the steel situation, but steel is the base of the hardware trade and must be taken as the foundation of all calculations. Now gentlemen, to sum the whole matter up, would say I can see no relief from the present existing high prices for the whole of 1920, and most assuredly not for the first half at any rate. At the end of the first half probably we will be able to see more accurately into the future than we can to-day. I would advise everyone to buy carefully, but to buy largely enough to fill honest wants for his trade for some months ahead, avoiding speculation. You must have the goods to hold your trade or make any profits and it is very doubtful if there will be enough goods to go around.

Exchange Situation

There is another point I have not touched and that is American Exchange. We all know it has been uncomfortably near the 20 per cent. mark and I am sure as Canadians we do not want to see our dollar worth only eighty cents or perhaps less. To avoid this I think it is our duty to buy and sell Canadian-made goods as far as possible. In many lines Canadian-made goods are as good as are produced anywhere in the world. Let us adopt the slogan: "We Sell Canadian-Made Goods." Let us drill this into our salesmen and customers and do our part to educate the people that Canadian goods are good enough for anyone and help to right the adverse balance of trade between this country and our American friends. I wish that our manufacturers would as far as possible brand their wares with the magnificent stamp "MADE IN CANADA."

Gentlemen, I thank you for inviting me to your meeting and for your patient hearing. I have endeavored to give you the situation as it appears to us, and it is on these views, which of course, may or may not be correct, we are basing our action, and in conclusion wish all the members of the Retail Hardware Association will have in 1920 a better year than they have ever had in the past.

HIGH GRADE PAINTS

(Continued from page 64)

Property owner gets a better looking job, several years more service and saves on the cost of labor which is the biggest item of expense.

The lesson we learn from the largest and most successful stores selling paints and varnishes:—

First:—Handle a full and complete line of the highest quality of paints and varnishes that you can secure and confine your purchases as much as possible to the one manufacturer, thus keeping your investment down and increasing your turnover, also identifying one particular brand with your store.

Second:—Carry a small stock of cheap grade house paint for the same purpose and with the same object in mind that you carry a cheap stove or a cheap enamelware, namely, to hold the customer in your store and give you a chance to talk high grade products and make practical comparisons with a view towards switching them to your better lines.

Third:—Make an intelligent clerk responsible for the arrangement and display of your paint and varnish stock, window displays and sales of this particular department.

Says No Lower Prices Immediately

High Prices Will be Maintained so Long as Manufacturers Are Behind in Deliveries—Much Construction Work to Take Place—Scarcity of Nails and Bar Iron

Address by COLONEL ROBERT STARKE, before Convention of Ontario Retail Hardware Association, at Hamilton, Ont.

Mr. Chairman and Gentlemen:

I must take this opportunity of thanking your association for your kindness in inviting me to your Annual Convention and of expressing to you the great pleasure it gives me to be with you to-day, coming as I do from a sister province, the Province of Quebec, where our interests are your interests and where much the same business problems confront us. Your secretary has asked me to say something about the outlook.

Advised to Be Careful

First let us go back to the last months of 1918 and the first few months of 1919. When we were advised on all sides to be careful in our purchases (as it looked at that time as if prices would gradually decline and we would get back somewhere near pre-war levels), during the first three months of 1919, purchases were below normal, and it was only about the beginning of April that we began to realize that instead of a price decline we were in for an advance, owing to the lack of production by the manufacturers brought about by the demands of labor for higher rates of pay and shorter hours for work.

A Rising Market

From that time to the present we have been up against a rising market and a growing scarcity of goods.

Now as to what lies ahead of us it is a little difficult to arrive at, but there is one thing we can be certain of; so long as the manufacturers are so far behind in their deliveries, just so long high prices will be maintained.

We all look for, especially in the large centres, for a fresh start in building, factories, warehouses, hotels and private residences. I know of construction contracted for in and around Montreal for the vast sum of nearly ten million dollars. This means an enormous demand for builders' hardware, and if this construction had to be completed rapidly, there is not enough builders' hardware, nails, etc., in Montreal to supply the demand.

A Marked Shortage

There is at present a very marked shortage of the hardware merchants' two staple lines, nails and bar iron, partly brought about by a heavy demand for these two lines from the United States, where merchants are willing to pay a premium over and above the Canadian base price as well as settle for their purchases in New York funds which have been as high as 20 per cent., certainly a great temptation for our manufacturers and merchants to take advantage of.

May I say here that we as merchants must in some way express our appreciation to the Canadian manufacturers and steel mills to whom we look for our supplies for honestly doing their best under trying circumstances to keep our market supplied with their products.

I know of many instances where they could have taken advantage of very attractive offers from across the line, as well as markets abroad; they have kept faith with us, they made and are completing their contracts at home at much lower prices than they could have obtained elsewhere.

No Immediate Reduction

I do not think we can look for lower prices in the very near future.

I do not think we can expect to get all the merchandise we require in the very near future, but there is one thing we all do know and that is that there must be a limit to the height that prices can go to, and when that is reached we all know that there must be a decline. To say when that time will come, I would not like to prophesy or to state how rapid the decline will be.

COL. ROBERT STARKE
Of Starke, Seybold & Co., Montreal, and Vice-President of the Canadian Wholesale Hardware Association.

We have to have goods in stock in order to do business, and as we have all profited by the continual advances we must be prepared to mark our prices down when the time comes, but I cannot hope to ever see prices as low again as they were before the war.

The very high rate of exchange between the United States and Canada in favor of our American friends cannot but in some measure tend to curtail Canada's purchases in that market.

We already see many of the American manufacturers now absorbing the exchange and accepting Canadian cheques at par in payment of our bills.

Can Do it Quickly

The Canadian man can quickly adapt himself to circumstances; there is very little the American can manufacture that we cannot manufacture.

In my younger days it was the National Policy that helped very much to put the Canadian manufacturer on his feet. Now this further protection against the factories of the United States of 15 to 20 per cent. will make our manufacturing interests more solid than ever, and it is up to ourselves to see that every copper's worth of goods that we require and can be supplied by our own people should be purchased in our own country. Let the cry of our manufacturers, our merchants, wholesale and retail, or of consumers be "Canada for the Canadians," and so long as we stand shoulder to shoulder in the building up of our manufacturing, farming, mining, and commercial enterprises, as our fellow Canadians, of whom we are so proud, stood four square on the battlefields of France and Flanders, there need be no fear on our part as to the future of our beloved Canada.

I again want to thank you for having me with you.

Exhibitors at 15th Annual Convention

The exhibitors were as follows:

Canadian Bee Supply & Honey Co., Limited, 73 Jarvis Street, Toronto.

Canadian Needle & Fishing Tackle Co., Limited, 76 Wellington Street, Toronto.

Ideal Brush Co., 117 Jackson Street East, Hamilton.

Dowswell, Lees & Co., Hamilton.

Berry Brothers, Walkerville.

D. G. Moody, Hudson Aluminum, 163½ Church Street, Toronto.

McArthur Irwin, Limited, Montreal.

Imperial Oil, Limited, Toronto.

Bird & Son, Hamilton.

Henry Disston & Sons, Toronto.

The Hall Zryd Foundry Co., Limited, Hespeler.

T. S. Simms & Co., Limited, St. John, N.B.

National Electric Heating Co., Limited, Toronto.

Raymer Manufacturing Co., Limited, North Bay, Ont.

Industrial Varnish Works, Hamilton.

Lyons & Marks, Toronto.

Imperial Varnish and Color Co., Toronto.

Perfection Stove Co., Sarnia.

McDougall Varnish Co., Montreal.

Stratford Manufacturing Co., Limited, Stratford.

Hamilton Whip Company, Hamilton.

Canada Foundries & Forgings, Limited, Brockville.

Renfrew Refrigerator Co., Limited, Renfrew.

The Whitman & Barnes Manufacturing Co., St. Catharines.

The Ohio Varnish Company, Brantford.

Gillette Safety Razor Co. of Canada, Limited, Montreal.

Sanderson, Pearcy & Co. Ltd., Toronto.

Hyslop Brothers, Limited, Toronto.

Lowe Brothers, Toronto.

Brantford Roofing Company, Limited, Brantford.

Tallman Brass & Metal, Ltd., Hamilton.

The Eureka Planter Co., Ltd., Woodstock.

Richards-Wilcox Canadian Company, London, Ont.

The Boeckh Co., Limited, Toronto.

Autostrop Safety Razor Co., Toronto.

Hamilton Stove & Heater Co., Hamilton.

The Burrow, Stewart & Milne Company, Hamilton.

Brandram-Henderson, Ltd., Montreal.

Clay Products Agency, Ltd., 8 Colborne Street, Toronto.

J. R. Connor & Sons, Ltd., Ottawa.

E. C. Atkins & Company, Hamilton.

Gendron Manufacturing Co., Toronto.

Standard Paint & Varnish Co., Limited, Windsor.

Shurly-Dietrich Co., Limited, Galt.

The United Electric Co. of Canada, Limited, Toronto.

Kasement Skrene Dore Co., Toronto.

Canada Paint Co., Limited, Montreal.

Demand Greater Than Supply

Manufacturers Have Difficulty in Getting Materials—Prices Withdrawn—May Be Unforeseen Developments

Address by COL. A. F. HATCH, Canada Steel Goods Co., before Ontario Retail Hardware Association Convention

Mr. President and Gentlemen:

I see that I have been asked to tell you about the trend of prices on manufactured steel products.

This is a task which should have been put up to someone who was born a prophet. I do not believe there is anyone in the metal business or engaged in manufacturing that can give you anything actual to go on.

Men who thought they knew, and some who think they know, have been making the worst guesses that could be made, and they are as far off and incorrect as ever. Such authorities as Babson, who is paid vast sums of money to guide bankers, politicians and manufacturers to success and progress, has not guessed right once in four years, so all I can tell you is about the conditions that exist at present and let you be the judges as to what you ought to do. I have no new prophecies to offer that are guaranteed to be a guide to you.

A Building Year

The year 1920 is essentially a building year in Canada. Building activity, like merchandising, depends upon the principle of supply and demand.

For four years while the war was in progress, building in this country was at a stand-still. With the signing of the Armistice we looked for a boom in building lines, but the high price of labor and material, and in some cases strikes and lockouts, conspired to hold the completion of new buildings below normal.

We have now reached a point where building becomes practically a necessity. The people must have homes, business buildings and public improvements.

Able To Meet It

Fortunately, the people as a class are able to meet the expense of such building. That they are ready and willing to go ahead in a large way, is shown by the building permits already issued or applied for in almost every place in this country. The people have said we must have buildings and every indication points to the fact that they are going to have them, and I look for a real building boom this year.

The shortage of homes is not the only scarcity confronting us.

Builders' hardware is keeping apace with the times and is as scarce as houses.

The manufacturers are confronted with a complication of conditions with which they have never before had to cope.

Pay High Prices

In the first place the manufacturers making luxuries such as automobiles, on which is made an enormous profit, are able to pay higher prices for skilled labor than the manufacturer making staple lines of hardware. The public is posted on the prices of staples,

COL. A. F. HATCH
Of the Canada Steel Goods Co., Ltd., Hamilton, Ont.

and is loath to pay a high price for them; on the other hand, there seems to be no limit to the prices they will pay for luxuries, the result being that manufacturers of hardware are finding it very difficult to obtain sufficient labor, to keep their production up to 60 per cent. of normal.

Despite this condition the outlook for 1920 was never more favorable than at the present time.

Dealers who have stocks on hand must keep posted as to the market, and in figuring up contracts must base their prices on present market prices, regardless of what the goods on their shelves cost them.

Many dealers have failed to do this, with the result that they often sell goods at less than they can buy them for now.

Behind With Orders

Nearly all manufacturers are behind with their orders from three to six months. Owing to the scarcity of materials, there is not a mill making steel in the U.S. which will give a price or accept an order for delivery, anytime this year, and our Canadian mills cannot deliver until after next August, which means that the time it takes to manufacture after getting delivery of steel, you can hardly expect to get the goods made from it for this year's business. Merchants would do well to forget such things as seasons, as regards builders' hardware, while things are as they are, it is wise to take in staple lines when you can get them, but do it wisely. Do not wait until a building is nearly completed and expect to get the hardware to finish the job then. If you expect to sell the hardware which is needed on a building, get after the order when the foundation is started, otherwise you may not have it on time.

A Real Country

Perhaps some of you do not realize that Canada is getting to be a real country, and will require a lot of building materials and other supplies. We are getting prosperous, The amount of money in circulation is the largest on record. The increase in deposits in the savings banks last year was $198,525,000, or about $25.00 per head of population.

The value of the harvest of last year was $1,452,788,000, against $886,495,000, which was the amount in the banner year 1916.

In ten years the total foreign trade of Canada has jumped from $559,718,000 to $2,185,194,000, nearly fourfold.

In five years our excess of exports amounted to $1,371,284,000.

Despite this favorable showing, New York funds rose last month to over 15 per cent. Canada is not able to collect her debts due by Great Britain in gold, nor otherwise than in depreciated bills of exchange, and as a consequence cannot remit gold worth the par of the sovereign in the United States. The premium on New York funds increases the cost of commodities imported from the United States, and, therefore, the necessary thing to do is to buy everything you can in Canada, because the exchange condition will continue and is apt to get worse or until London again becomes a free market for gold.

A Great Success

The last Victory loan was a great success. We asked for $300,000,000 and the people subscribed $690,000,000. When the subscriptions are fully paid the Canadian people will hold $1,750,000,000 of Dominion bonds from which they will derive $100,000,000 annually. The gold and silver mines of Northern Ontario have paid out to their shareholders $96,500,000.

These figures I have given show a striking evidence of Canada's prosperity which everyone must observe, and when you realize that all this money is in circulation and nearly every person has some of it to spend, you cannot but conclude that there is not much chance of prices coming down, especially when there is not enough merchandise to fill the demand for it.

We are trying hard to keep up our end of it. We buy anything staple we require that is offered, and endeavor to somehow render the service which is demanded from us, as we believe we are under an obligation to do our part in building up this great and glorious Dominion of Canada.

Montreal Gets New Swiss Consul

Dr. Carl Paul Huedscher has been appointed Swiss Consul-General in Montreal. Dr. Huedscher is a native of Switzerland, where he studied law in the Universities of Lausanne and Basle. From 1907 to shortly before the outbreak of the war he was Attache of the Swiss Legation in Rome and was also connected with the Swiss Legation in Argentinue, Uraguay and Paraguay, being charge d'affaires in the latter country.

In addition to being a diplomat Dr. Huedscher has taken a considerable interest in commercial questions.

The White Lead Price Problem

Its Relation to Present World Conditions—Production Has Fallen Owing to Closing of Smaller Mines and Labor Troubles

Address by R. H. MONK, of McArthur Irwin, Ltd., Montreal, at the Convention of the Ontario Retail Hardware Association

LET me confess that although the subject upon which I am to speak to-day has been announced as "A talk upon the manufacture of white lead," I have not the slightest intention of using that commodity except as a text upon which to build up a few ideas concerning costs and the possible trend of markets, in view of the high cost of all raw materials.

Many of the audience to-day have listened to other addresses on the manufacture of white lead, and were perhaps dreading the present as likely to be a repetition of former efforts, but I am going to avoid all indulgence in technicalities, and will attempt to treat the subject from that point of view which is most interesting to us at the present time.

Comparative Costs

For purposes of a careful study of the present position of the price of white lead, we will first mention the comparative cost as at 1914, and at the present date of various staple commodities, such as coal, meat and flour. Coal in 1914 was $8.64 and in November, 1919, $13.26 per ton. In other words it has risen over 50 per cent. A number of staple foods are given on the chart before you, and you will observe that the average increase in price since 1914 of seven staple articles of food is 99 per cent. and if you refer to the second chart you will follow the line showing the cost of living as it has soared from the year 1913.

Not a Fair Guide

The chart runs from this date only, because the pre-war conditions are not fair criteria for purposes of discussion of this subject or for purposes of deduction as to what future market conditions will be, as a new set of conditions altogether pertain at the war's opening and at the close of the war; a new basis had been automatically established for future progression. This is following along the lines of the experience of the past as instanced by conditions after the two big martial disturbances of the last century, namely the Napoleonic wars or struggles of the early part of the century and the Crimean war of the third century, which followed closely upon the greatest general economic upheaval that Europe has perhaps experienced. This was not many years following the repeal of the Corn Laws and the days of Chartists in England. In France were occurring the chameleon-like changes of government with a nation wavering between ideas of Empire republicanism and communism. In Ireland, the year 1847 was the blackest in her history, as in that year occurred the great famine, which amongst other things was responsible for the enormous emigration of the Irish people.

In Italy the people's party arose and the general disturbance that resulted is a matter of historical knowledge as it finally wound up in the loss to the papal throne of its temporal power.

European Conditions

Thrones everywhere seemed to be tottering. All Europe had apparently been but waiting for the spark. Germany's capital had been the scene of savage street fighting in clashes between citizens and the royal troops. Vienna, home of monarchial sentiment, had risen in unexpected revolt. Bohemia and the Baltic States were in flames of rebellion sedition, and what we to-day term Bolshevism, and of all the countries in the world which remained in an undisturbed state of lethargy was the one which with conditions closely resembling those that I have outlined as existing in the middle of the last century is at this moment the one cancer spot in the world, and perhaps the one greatest existing bar between humanity or civilization and its normal progression or adjustment. That country is, of course, Russia. But soon after the convulsive struggle which seized Europe during the middle of that century came Russia's embroilment in the war with France and England, which is known as the Crimean war; so that within a short time there was no country of any importance in Europe that had not experienced conditions not far removed from those which it has fallen to their unfortunate lot to be reacquainted with in this, the early part of the following century.

R. H. MONK
Of McArthur Irwin Ltd., Montreal.

Trade Was Affected

Naturally, with these leading countries of Europe torn to their very vitals by internecine struggles, trade and commerce were affected to the same degree in those days as at the present time. New conditions had been automatically but unconsciously established. Necessities of life, also raw materials, had recahed a new price level, which in some ways was but the natural result of the agitation, and in relation to these advances too, the marketable value of a man's labor reached, if not the same level, at least a higher one than formerly, and it was from this new set of conditions that a fresh starting point was created, and along the lines of which it progressed, until the next general upheaval, which has just taken place.

At that time the United States of America lived in an isolated and detached position from the seat of all troubles, and was at the foundation period of her to-day colossal resources. Had it not been for the fact that a brief span of years had elapsed before she herself was shaken to her very foundations through the bitterest and most furious internal struggle, she would doubtless have been able to obtain her position of pre-eminence in the financial world at a much earlier date than she did, despite the fact that, during the period which we are discussing, she had not the industrial forces, facilities and manpower that she now possesses.

Came Through Nobly

However, despite all the conditions which had to be fought, the period of reconstruction was nobly gone through in England, readjustment came, and it is a matter of common knowledge that Great Britain for a half century following that cataclysmic period waxed ever richer and richer, and the old Lady of Threadneedle St. became thicker and thicker in the stocking. When we consider too, that Great Britain stood alone as the contending party against the arrogant ambition of Napoleon, and had in a period of fifty years from the dawn of the nineteenth century until the middle of it, increased her National Debt to a percentage almost beyond computing, it forms a parallel with to-day when she stands as a creditor to the European nations, one and all, whom she financed during the struggle against the ambitions of William. It forms a parallel, I say, that should give no loyal son a feeling of pessimism, but rather one of the most unbounded optimism, in view especially of the figures of last year's exports, which as some of you may remember were, despite all the supposedly crippling conditions under which she lay prostrate, well in excess of the exports of the United States. Now, I do not intend to go much more deeply into this most absorbing subject, which I have but lightly touched, and I will only conclude this part of my remarks by saying that I have tried to draw an analogy between the present and conditions most similar that have before existed, so that we may have reasonable hypotheses when we come to discuss the question of prices.

A New Basis

To revert to the commencement of my argument, I think you will agree that there is reason to believe that in the present case, as in the middle of the last century, a new basis of progression has been established by the new set of conditions which came into ex-

TABLE No. 1

Meat, average price of 4 kinds	34.5	63.2
Milk, 6 quarts	52.8	93.0
Butter, 2 lbs.	60.0	132.4
Bread, 15 lbs.	66.0	120.0
Flour, 10 lbs.	38.0	68.5
Sugar, 4 lbs.	32.4	53.3
Potatoes, 2 pecks	31.7	82.3
	315.4	612.7

Increase 99%.

istence at the beginning of the great war, therefore, it is only necessary for us to study price comparisons and fluctuations from that date on. To come right down to our matter of discussion—the price of pig lead which is the basic raw material used in white lead, you will note from table No. 3 that from the year 1900, there is hardly any or, to be most conservative, very little of variation in cost until we come to the year 1914, when, by reason of the fact that everything was in the melting pot, (except pig lead in great quantities which was rather difficult to procure), the markets not knowing exactly where to point, and possibly acting under bearish speculation, but far more likely through the general upheaval, sagged, but quickly regained its position, and, from then on, takes its upward course in keeping with the conditions which were settled—however, ironic the term settled may sound.

Interesting Comparison

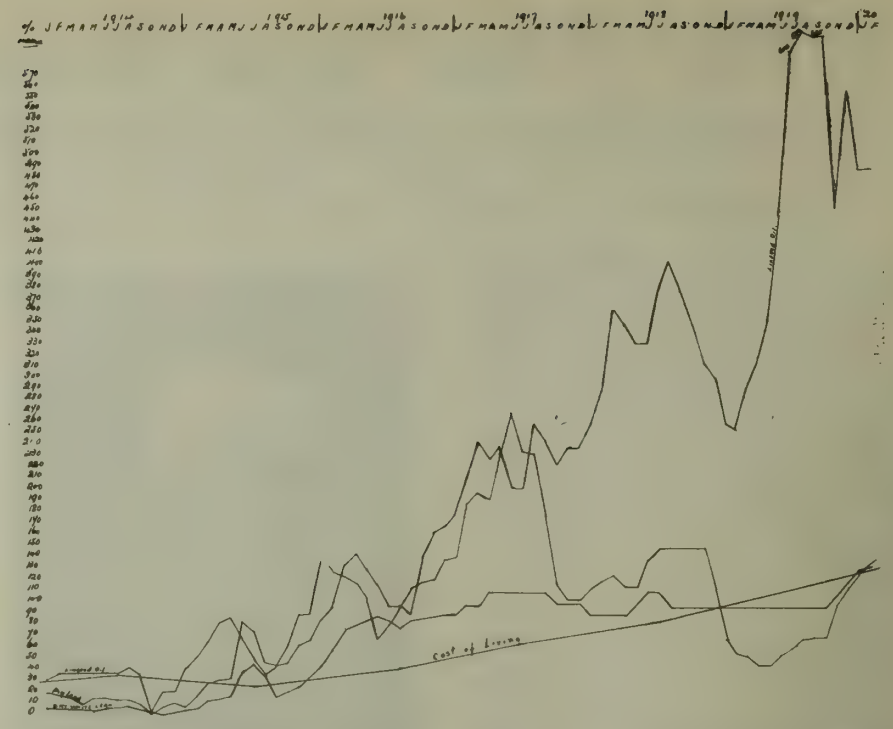
It now becomes interesting to compare its line of progression with the other line which is shown on the chart, which gives the rise in the cost of living. You will notice that with the exception of a period during 1915, the line representing the cost of living shows a steady advance at a constant rate, and that the line showing the cost of pig lead touches this line in February, 1915, and again in December, 1918. In other words, during the period in which the most intense activity was displayed in prosecuting the war, the price of pig lead bore only a slight relation to the cost of living, although it showed a tendency in the year 1918 to revert to normal. During 1918 production had been enormously increased and the stocks of pig lead on hand, which were 7,668 tons in 1915, had swollen to 133,000 tons in January, 1919. With the cessation of the war this quantity was thrown upon the domestic market which normally absorbs 450,000 tons, and as might be expected, an immediate drop in pig lead price took place, sending the cost below normal for a whole 12 months. After June, 1919, production having fallen owing to the closing of smaller mines and labor troubles, the demand for the metal began to overtake the supply, and prices rose until to-day there is an absolute coincidence between the cost of living and the price of pig lead.

A Natural Condition

This you will understand is but natural, as the cost of all raw materials depends largely upon the market rate of labor, and the market rate of the class of labor which enters into this equation has steadily advanced in keeping with the High Cost of Living, more closely than has the remuneration of the salariat, or the percentage gross profit of the retail man's turnover. Oil has shown an almost uncanny persistence in following the footsteps of the cost of pig lead. The two lines representing the cost of these commodities might almost be interchanged without affecting one or the other until November, 1917. Both are at zero point in October, 1914, and the peaks and depressions of one correspond with those of the other as long as equal conditions operate upon their cost. The thought which sometimes comes to us that price fluctuations are caused by speculation is clearly negatived by the parallel courses followed by two commodities so little associated commercially as linseed oil and pig lead. It is evident that the same set of general conditions bears equal relation to the cost of raw materials. When conditions in the marketing of any one commodity become abnormal the price becomes abnormal.

Widely Scattered

In connection with linseed oil, it must not be forgotten that flax seed, from which it is derived, is a product more widely scattered in small areas than most other products which come to mind. The chief sources are the Argentine, China, India and Russia. There are obvious reasons why supplies were not forthcoming from the last named during the period of the war. In the case of the first three transportation difficulties in



1918 were such as to result in a shortage of supplies in the world's market, despite the fact that the usual supplies were available at their source. The natural and obvious deduction to be made is that now supplies are available and transportation difficulties overcome, a decline in price is bound to ensue. If it had continued to run parallel to the cost of pig lead or to the cost of living, its present price would be 91c per gallon, and it is safe to assume that according to the length of time taken for conditions to become normal with these costs, the price of linseed oil will reach this figure plus 2c per gallon per month which corresponds to the present progression of the cost of living. This deduction is of course true only for that length of time that the cost of living goes on climbing at the present rate. This question I will deal with later.

Future Conditions

Now the obvious question is, what are the conclusions to be drawn from the foregoing in regard to future conditions? It is an axiomatic fact that reactions ensue upon actions. We do not need Mr. Bobson to tell us this. The law of average holds good everywhere and in everything. That there will at some time come a period of decline is practically certain. Whether that decline will be sharp and sudden or slow and gradual, it is impossible to foretell. It will depend greatly upon the circumstances which contribute to the reaction for the action and the reaction are caused by circumstances differing entirely in their nature. A trespass into the realms of prophecy is a most hazardous adventure for a self-respecting householder, and I am not going to bank too strongly on the adage that "A prophet is not without honor save in his own country." I state my conclusions that reaction must come, but through what set of circumstances or conditions I cannot foretell.

Closely Associated

However, when this problematic set of conditions does commence to work, and the cost of living breaks under its compelling force, the price of pig lead will experience its corresponding deflation, for the price of pig lead is very closely associated with the high cost of living in as much as it is a basic raw material. It is given us by Mother Earth, but as long as it is hidden in her womb it does not vary in value except the question of narrowing sources of supplies enters in, but its cost is affected by the amount of money entailed by the labor expended in delving it, and this cost of labor is in direct relation to the high cost of living. The cost of labor to-day is apparently near its pinnacle, but it resolves itself into a question of supply and demand, and when the supply exceeds the demand, whether in labor or finished products, the natural corollary is a shrinkage in value of both.

An Important Question

Now the question arises what set of conditions would cause the excess of supply over demand. This again brings me to the border line of prophecy which I refuse to cross. I would venture to say, however, that it might be any one of several things. I have pointed out that a few years after the European upheaval of the middle 19th century, America's opportunity to corral world dominion financially and industrially was negatived by her own internal disruption. History has an uncanny knack of indulging in feats of repetition, and while she has no set formula, nevertheless, she has seemed in the past to adhere very strongly to one law—that of compensation.

Not a Factor

While civil warfare as a parallel to that of 1861, is not a factor to be considered at all, there is the possibility of grave internal disorders in America where Bolshevist propagandists have found many willing listeners and converts in the labor circles. That the Government realizes this is clearly seen by the very high hand that they have been taking lately with the alien agitation, and even with their own socialists, everyone in this room being familiar with the Albany trial of the five members duly elected by their constituents to the State Capitol. The artificial rate of exchange at present existing is another factor which might crystallize into the condition necessary to cause the decline. With the English sovereign purchasable at a lower figure, a time could be possibly reached when American exports would materially fall off.

The Results

This would result in one of two things, either production would have to be curtailed, which would mean an excess of supply in the labor market over demand, resulting in the decline in the market value of labor or the home markets would be glutted with the products which would cause a falling in

price, and equally a national falling in the market value of labor, inasmuch as the price obtainable for the product, the supply exceeding the demand, would not permit of the present scale of wages in force. Now, therefore, it will be seen that the high cost of living will fall when supply exceeds demand, whether in products or labor, and the supply may exceed the demand in either, through any set of conditions following social, industrial or even financial unrest.

Lead Will Follow

Now in conclusion I would reiterate my remarks that my statement that when the period of decline in the cost of living does manifest itself the price of pig lead will, through the strong relation it bears to the basic principles of labor, which govern to a great extent the path which the cost of living travels, will in sympathy with it follow the same road. Now while there is a sanguine expectation of a decline in the price of oil for reasons that have been given, it must be borne in mind that the basic raw material in white lead is pig lead, as the oil represents but nine parts in one hundred. A heavy decline in the price of oil may result in a decline in the price of white lead, but the real decline in the price of white lead is dependent upon the fall in the price of its basic raw material, which is pig lead, and pig lead, as I have said, is indissolubly woven with the cost of living. Once again, too, I wish to call to your remembrance the fact that the decline that I have predicted will not bring the price of lead back again to the level it was in pre-war days. I have dwelt at length on the fact that precedent alone established a new set of conditions, a fresh starting point, a new foundation on the summit of the old when the economic upheaval resulted from the new money values established through the enormous expense of the Great War, so that while I am fairly confident that my prediction of a decline will be borne out, perhaps not this year, nor next year, but it can be clearly visualized by all who study the question as bound to ensue as a reaction from its present peak. It must be remembered that never again will money be able to purchase the almost illimitable abundance which the proud possessor of 25c in A.D. 1913 found within his financial possibilities.

Reconstruction in the Hardware Store

Men Are Looking at Things From a New Angle and Are Getting a Broader View of Their Obligations and Opportunities for Service to the Buying Public and the Community—Discussion on the Exchange Situation

Address given by W. R. YENDALL, manager of the Richards-Willcox Canadian Company, London, Ont.

IT is an honor to have a place on the programme of this convention, and I appreciate greatly the privilege of addressing you. If my subject "Reconstruction in the hardware store" seems impertinent on account of the fact that I am not a retail merchant, let me assure you that it is not my intention to tell you how to run your business, nor to give you expert counsel on merchandising, a subject which you doubtless understand better than I do. I shall go no further than to indicate one or two principles which apply to the problem that is yours as well as mine—how to adjust our business affairs to present changing conditions, how to embody in our commercial life certain principles which have been not so much unknown as underestimated in the past, but which we now realize are vital to our success.

Two Realizations

Reconstruction is an after-the-war word. It represents a tendency which has grown out of two recent realizations: first, the realization that big things are possible to us and that if a thing needs to be done we need not hesitate to tackle it on account of its size; and second, the realization that a nation which has seen so much life and treasure sacrificed in its behalf has a new value, that it deserves and ought to receive from those who remain, a new interpretation of the same spirit of duty and honor and service which characterized the men who went across the seas. Reconstruction was born on the fields of Flanders, and before we are through with it, will profoundly affect our entire commercial and political structure.

Has Two Choices

There are those who say that reconstruction is a myth, that the world will drift back into the old ruts. I tell you no. The man who has not a broader vision, a higher inspiration than he had five years ago is an exception. Men are analyzing their affairs, looking for fundamental principles, studying deeply things they formerly studied only on the surface. There has never been a great war that did not profoundly affect the social and commercial conditions of the countries involved, and the world war has released forces and ideas, the ultimate result of which no man can foresee. We are going a long, long way up to better things or we are going a long, long way down to disaster, but we are not going to stand still.

Change of Attention

I find everywhere among business men, a change of attention, of the thing they are mainly looking to. Men used to study success and the manner of its achievement as

W. R. YENDALL

Manager of the Richards-Willcox Canadian Company, Limtted, London, Ont.

a direct object and if they considered such things as business honor, truth in advertising, or community service, it was on the same perfunctory plane with such subjects as window dressing or hitching posts or any optional matter which might perhaps contribute to their main object which was to make money. The question, how to make money, is giving away to another question, "What are the right principles of business? What is my function in the community? Do I earn what I take from the commonwealth produced by the community? Do I give a dollar's value for every dollar received? What are the principles which ought to govern my relations with my employees or my employers, or my competitors, or the public?"

A New Viewpoint

Men are asking "What ought I to do" with a determination that if a reasonable answer can be found to this question, they are going to try to make good on it, regardless of some financial risk, but at the same time with a deep intuition that if we can find right principles and follow them, we need not worry about the result. For this is a mathematical universe that deals in millionths of inches and thousandths of seconds, whose laws are entirely dependable, and when we find a great principle we can step out on it with assurance that we are on bed rock.

What It Involves

Does "Reconstruction in the hardware store" involve window dressing and store equipment? Probably. Does it apply to buying and to stock systems and cost systems? I think so. Has it anything to do with advertising or collections? Yes. Reconstruction goes from the cellar to the roof, through every relationhip inside and outside the store. You will say, it is a big programme and requires a bunch of experts. No, it calls for just one thing—a new idea, or rather a new confidence in and loyalty to an old idea. It isn't something plastered on the outside of a business, but something planted at the heart of a business, bending and transforming the customs and conditions of former days into conformity with a new ideal.

Ideals? Ideals in a hardware store? A hardware store without an ideal is a pretty poor hardware store, and a hardware merchant or clerk without an ideal will wake up some morning, and see a big dust over on the horizon made by the people who have gone by and left him in the rear.

The Central Idea

Well what is this central idea in reconstruction? Let us see. When your clerk approaches a customer, what is the idea in the bottom of his mind? Is it, I wonder how much I can sell this man—I wonder how much money we can make off this customer—I wonder if we can sell him some of that old stuff we are trying to get rid of—How much are we going to get—get—get? He is on the wrong track. There is only one right feeling toward a possible customer, and that is, "How can I contribute to this man's welfare, how can I serve him? If there is nothing in my store that will give him service, I don't want his money. I am not going to sell him something he doesn't need simply because I have not in stock the thing he does need. I am not going to sell him second-grade goods and represent them as first-grade goods simply to make more money for myself. I am not going to sell him inferior goods without a protest, simply because he asks for something cheap." Whether you are buying or pricing or advertising or displaying or selling goods, it is my opinion that the only sound principle which governs all these transaction is, not how much money can I make out of it, but how best can I serve the people of this community who look to me for hardware?

This Is Your Function

That is your function in the community; to know hardware better than anybody else, to buy it wisely, to price it honestly, to

create a demand for things that will render service and to take your own profit and welfare simply as a reasonable return for a service well rendered to the community. Your store and my factory exist in the community not primarily to make money for you and for me, but primarily to render service.

Now, I cannot tell you the particular ideas you need for the reconstruction of your particular store. But I can tell you where to get them. A man's ability consists mainly in seeing clearly and thinking straight. The first enables him to analyze the situation thoroughly and take in all the factors. The second enables him to put things together and make sensible and successful plans.

Two Big Essentials

Seeing clearly and thinking straight are functions of the human brain at its best. Under what conditions does the human brain function properly? An automobile engine functions properly when it has good gasoline and a hot spark properly timed. The human brain functions properly when its gasoline is absolutely honest, and its electric spark is the Golden Rule. Do I mean to say that a man cannot make wise business plans unless his attitude is that of the Golden Rule? That is exactly what I mean to say. We used to think a man clever who could make the Golden Rule work in business. How perfectly absurd! The Golden Rule is the very foundation principle of successful business. Sheldon is perfectly right when he says that on this law hangs all the laws and the "profits." A lot of men won't believe it as yet, because it is one of those things that you cannot demonstrate to a man who does not want to believe it, but your best commonsense will tell you that it ought to be so, and that there is no other solution for the problems that are before us.

The Reason Why

If a piece of dirt, the size of half a pinhead, gets on the circuit-breaker of your automobile engine, the machine will bang and sputter and back-fire and would presently rack itself to pieces. The reason why a lot of men are 40 and 50 per cent. successful when they might be 95 per cent. successful is that somewhere down deep in the fundamental places of their thinking, there is a mean, nasty, selfish idea that in order to succeed, a man must be just a little bit slick and smooth and sharp, always digging around for some clever way to put something over on someone. It's a bit of dirt in his thinking engine, and he will never be successful until he gets rid of it. The reason Dun's reports show such high mortality among business men is that we are working on unsound principles, and until we get right principles we can't help but fail. No reconstruction in the hardware store or anywhere else will win out unless its primary impulse is not getting but giving, giving service in larger and better ways.

Will See the Light

Have you a competitor who is tricky and unscrupulous? Don't worry. The law, the system-of-things, the degenerative germs in his own organism will take care of him in time, and meantime do you keep the faith? But when your competitor sees the light as well as you, then he becomes not your competitor, but your associate in community service and that means better things for you and for him and for the community.

Finally, the architect who built the human brain made it to function properly only when its impulses are honest, clean, kind, generous, loving. The reason why honest men succeed and rogues fail, is that the human brain cannot function properly when it has a dishonest twist or a selfish warp. But when a man brings mind and heart unreservedly on the moral law of service, when he plants the Golden Rule at the heart of his business, determined even at some financial risk to try to realize his ideals in business, he suddenly finds his old brain functioning better than it ever functioned before, the ideas he needs come crowding to him faster than he can use them, his vision is broader, his judgment is clearer, his plans are wiser and with it all he finds a physical and mental dynamic which makes him more than equal to all his difficulties.

That is real reconstruction in the hardware store or anywhere else, and is the real way to find the joy of living.

A hearty vote of thanks to Mr. Yendall was proposed by James McGregor and carried unanimously.

A member asked Mr. Yendall if he did not think his idea of the application of the Golden Rule should be employed at the present time in connection with the exchange situation. Another member wanted to know who got the extra $15 or $16 that had to be sent in payment of a bill for $100 in the United States. This brought about a discussion on the exchange question and Mr. Yendall was asked to explain it.

He stated that the whole question revolves around the fact that gold is real money and nothing else is. Paper money is only a promise to pay in gold. A nation must redeem its obligations in gold or its credit declines. He explained how even between cities like New York and Chicago, or Montreal, a reserve of gold is constantly kept to settle up various commercial obligations. These are purely business transactions in which the Government has no part whatever. All balances have to be settled and the rate of exchange rises or falls against one place or another, according as it buys or sells more. It costs something to ship gold and handle it and all this has to be provided for. When the war started the nations commenced saving their gold as much as possible in order to maintain their own finances and as a result, there has been a flood of paper money. No one except the United States has been paying in gold for some time.

Worth Par Anywhere

Gold is worth par anywhere and if Canada pays in gold, Canadian gold will not be discounted. Rather than being annoyed over the present situation Canadians should rejoice that their credit is higher than that of most countries. The rate of exchange against the countries indicates the length of time that is likely to elapse before a country can pay in gold. The rate is comparatively low against Canadian exchange, against England indicates that it will be 3 or 4 years before she can pay in gold, against France longer, against Germany 20 years and against Russia at present, never.

How to Get Back

Mr. Yendall gave it as his opinion that the two quickest ways of re-establishing exchange are for Canada to increase production and to avoid contracting long term credits abroad in payment for Canadian goods while purchases made in the United States have to be met on short terms.

Answering the query as to who gets the money over and above par, he said it went to the exchange dealers, men who make a regular business of buying and selling exchange. They have to secure the gold required and have to pay for it and this makes it necessary for them to provide for all such charges. As far as the statement went that the United States was bleeding Canada in the matter of exchange, it might with equal justice be said that Canada was bleeding England, as the rate of exchange in Canada is against England. He thought that as far as the American Government was concerned and American business men, they had the highest regard for Canada and the work Canadians had done during the war and would do anything that could be done to make exchange favorable, but there was little they could do as the matter was out of their hands.

SECRETARY'S REPORT

Continued from page 63

getting so close to each individual member as to be considered one of the business staff, who would save each member time, energy and money in his business. An office that would keep in constant touch with each individual member, giving information and assistance in numerous and varied ways, would enhance the value of membership, and assure the growth and permanency of our organization.

To attain this end, I would urge every member to put his shoulder to the wheel —boost the association—help swell the membership, and hasten the day when it will be the first consideration of any one in our line of business in this province to hold a membership card in the Ontario Retail Hardware Association.

W. F. MACPHERSON,
Secretary.

TREASURER'S FINANCIAL STATMENT

Toronto, February 16th, 1920.

To Officers and Members,
The Ontario Retail Hardware Association.
Gentlemen:—

I beg to submit Treasurer's report for year ending December 31st, 1919, as follows:

ABSTRACT

Receipts

To Cash on hand from 1918	$ 362.89
To Cash received from Secretary during 1919	1,430.00
	$1,792.89

Disbursements

By Paid Vouchers 1 to 37 inclus...	1,631.76
Balance on hand Dec. 31st, 1919...	$ 161.13

Statement in Detail

Receipts—	
Exhibition Fees	$ 315.00
Members' fees, 1919	933.00
Associates' fees, 1919	132.00
Members' fees, 1920	50.00
	$1,430.00
Balance on hand from 1918	362.89
Total	$1,792.89
Cash on hand, Dec. 31, 1919	$ 362.89
Received from Secretary during 1919	1,430.00
Receipts	$1,792.89
Disbursements by Vouchers (Nos. 1 to 37)	1,631.76
Balance on hand Dec. 31, 1919	$ 161.13

JNO. CASLON, Treasurer.

Auditors—
GEORGE MATHEWSON,
J. W. PEACOCK.

Iron and Steel Outlook for 1920

Prices Are Not Likely to Weaken, But Rather to Increase, as Apparently it Will be Impossible for Supply to Overtake Demand for Some Time to Come

Address given by F. H. WHITTON, manager of the Steel Company of Canada

THE subject your general secretary has allotted to me is, "The Iron and Steel Market, and the Outlook for 1920."

Under normal business conditions it would not be beyond the capabilities of the ordinary business man engaged in the iron and steel business to survey his trade horizon, marshal his facts, and without any great hesitation, and in fact with a good deal of self-confidence, express his views and come very closely within the mark, and in doing so he would not have to look outside of his own trade.

To-day, every man's business is dependent on, or subject to, the influence of conditions of the whole world, politically, financially, commercially, and every other way.

Beyond Our Control

At no time in our lives have our individual businesses been so little within our own control.

At no time have we scanned the newspapers and trade papers to pick up every important or even minute detail of opinion expressed and information conveyed as closely and carefully as we do to-day, and I venture to say that we often obtain very little daylight, or at least definite conclusions.

Is Not Surprising

This is not at all surprising. Events are happening so quickly and piling up on each other from every quarter of the globe, and in every walk in life, that conclusions reached to-day are apt to be nullified by the morrow.

The ordinary accepted business economics and principles of the past are being submerged by the forces that confront us to-day.

Our most profound leaders in politics, finance and commerce are not unanimous in the principles they enunciate, and perhaps at no time has it been more difficult for them to convince their hearers and readers of the dependability of their analysis and opinions. Men, whose word in the past was accepted without question as being prima facie evidence of fact, are to-day often looked upon as expressing opinions only.

We have evidence of this in the manner in which the recent utterances of Sir Geo. Paish have been received, both in this country and the United States.

Difficult to Prophesy

Having these facts before me, I confess to a great deal of hesitancy in undertaking to express my views on the very important subject of "The Iron and Steel Market," and venturing to predict its "Outlook for 1920," because so many things are possible to happen that may entirely change the course of events as they appear to-day.

So greatly different are conditions between January 1st, 1919, and January 1st, 1920, that it may be well to run over the happenings of the past year.

1919, while ushered in under the terms of an Armistice from war, has been a year of unsettlement and strife in the steel business.

The Price Question

1st—There was the question of whether prices should be regulated or open, which affected and delayed confidence in buying.

2nd—From an operating standpoint in regard to strikes, not only of steel workers and coal miners, but railroad shop employees, and longshoremen, affecting as they did very seriously the production of steel, that the whole world was so badly in need of.

The readjustments that took place in 1919 have produced many problems difficult to solve, but the serious re-action of industry and commerce which we were so apprehensive about, in regard to declining prices, possible closing of factories and widespread unemployment, growing out of the cancellation of war orders and predicted slump in export, has not yet materialized.

F. H. WHITTON
General Manager of the Steel Company of Canada

Affected By Tariff

The Market—Prices in Canada were indirectly a reflection of United States conditions, and which will continue to be the case so long as our tariff offers so attractive a market in Canada for such a large proportion of its steel requirements, by admitting large tonnages of steel free of duty, or subject to such favorable rates of duty, and drawbacks on certain domestic (principally agricultural), and all export business.

Geographically we are so related that it has become as natural for the United States manufacturers to look for business in Canada and ship to Hamilton, Toronto and Montreal, as to Cleveland, Detroit and Chicago, and their resident agents in the different Canadian cities have become accustomed to expect, as a right, a large portion of Canadian business.

Freely Predicted

When fixed steel prices ceased, January 1st, 1919, it was freely predicted that prices would recede rapidly, and with a view to encouraging a resumption of buying for commercial purposes and employing the returning soldiers, an effort was made by Secretary Redfield to establish a schedule of prices which were considered fair to the buying public, and on March 20th, 1919, a scale was presented by the Steel Committee reducing prices on basic products from $4.00 to $10.00 per ton beyond the reduction made January 1st, 1919.

Very important general results were anticipated from this action, as it was expected other industries would follow the steel makers in reducing prices. Unfortunately the Railroad Administration refused to accept the prices suggested, or any other fixed prices, under the plea that it was illegal under the Sherman Act, and that the Statutes of the United States called for competitive bids, and the Industrial Board controlling fixed prices ceased to exist.

Striking Results

I have purposely dealt with the feature of the cessation of fixed prices in detail, because it is well for us to have a clear understanding of how this very important matter of "Control of Prices" was terminated, and the striking results that have followed.

Canadian steel makers followed these reductions with the object of doing their part to get back to normal conditions and help reduce the price of commodities, and prevent further pyramiding of both prices and wages.

Early in 1919, commercial orders on the books of the steel makers were pretty lean. Some buyers were looking for excuses to cancel their then existing contract obligations, and the trade generally were holding off, looking for lower prices. Our Government called a meeting of the steel makers to discuss the situation, placed large orders for materials and cars for the several Canadian railways. Made provision for expenditures for public works, good roads, etc., and granted credits to certain European countries to secure trade for Canada.

Reduced Operation

The steel makers found it necessary to reduce operations, and were forced to lay off a large number of men. It became incumbent to secure all the export business possible to maintain operations, and a large portion of this was taken at, and often below cost.

This depression in the steel business reached its height in April, 1919. By June purchasing had developed to the point that warranted practically full operations, and a little later, due to the steel strike in the States, followed by the coal strike, when deliveries were delayed, or practically cut off, the volume of Canadian business offered, and I might almost say, forced, on the Canadian steel makers, probably placed upon their books at December 31st, 1919, a larger tonnage of orders than at any time in their history.

Conditions In 1920

We, therefore, enter the year 1920 with fairly full order books.

Customers insistently demanding to place tonnages quite beyond our ability to deliver within the time shipments are desired.

With wholesale stocks not in excess of immediate requirements.

With retail hardware trade good, as we are advised.

With larger business in sight for railroad equipment, general construction, houses, etc.

Must Not Be Misled

If we could use the same barometer to measure our business conditions to-day that we have been accustomed to in the past, the foregoing would indicate a very prosperous and pleasing state of affairs; but we must not be misled by immediate present conditions. Our apparent prosperity of orders is due to some extent to the disability of our United States competitors to deliver goods, and to what really constitutes a new tax levy on our money in the matter of exchange, whereby we have to pay approximately $115 on each $100 of goods we purchase in the United States.

Far From Normal

To-day's business conditions, financially and commercially, are far from normal, and we still face the inevitable readjustment, but there are world-wide matters to settle be-

fore we can make much progress in this direction. These questions are so large, and the interests involved are so conflicting, that possibly nothing far short of a political or financial collapse will force general co-operative action to bring about a solution.

Only Now Realizing

We are only now commencing to realize that countries, like individuals—"of themselves can do little." That we have a joint responsibility and interest and that we must jointly exercise our abilities and assume our share of the common burden to produce harmony and confidence, both of which are necessary before the wheels of the world's affairs can be made to revolve without undue friction.

All these matters, while outside of the particular subject we are considering, will have a very important control and bearing on the future of, not only the steel business, but all other branches of industry and commerce, and have to be taken into account in considering our individual affairs.

Some of the more oustanding items affecting the steel business in 1920 are:

Will the Volume Keep Up?

Everything points to activity in the steel business during 1920, but there are uncertainties, particularly with reference to future costs, taxation, wages, freights, efficiency of transportation, prices of raw materials, fuel, etc., all of which are important factors.

The year 1919 did not relieve the world's shortage to any great extent, in fact, it is probably quite as pronounced January 1st, 1920, as it was a year ago.

The supply, and attitude of labor in regard to production and strikes will have an important influence on the trade situation and production.

Europe's Condition

Europe is getting on its feet again in the production of iron and steel, and may not be as large a purchaser, especially in semi-finished steel, as during the past year. Still as late as February 4th, cable reports from England state, "British buyers are anxiously seeking assured deliveries of American steel despite the present adverse exchange rate and prices are becoming less and less a factor in that market."

"That the British domestic iron and steel situation grows ever tighter, while foreign enquiry becomes more insistent."

"That France, Belgium and Italy continue to be eager buyers."

"That no prospects exist at this time that production by French mills will be sufficient to create an exportable surplus and that Belgian mills are unable to compete with British and American producers."

The amount of European purchases, however, will, I think, be more or less affected by the question of exchange and credits.

Future Prices.

Until the gap between supply and demand is closed, or something happens to break public confidence in buying, the general level of prices will be maintained, and in fact will for the present be upwards.

It is now public knowledge that ore has advanced $1.00 a ton. Miners' wages have been advanced 14 per cent. with prospects of an additional advance, when the Commission now sitting reports, and which will undoubtedly carry with it an advance in price of coal.

That the railroads are piling up a vast indebtedness, and that freight rates will be materially advanced prior to the railroads being returned by the Government to private ownership, March 1st. The *Wall Street Journal* within the past few days reports that railroad operating expenses are now 90 per cent. of gross revenue, and there will be a deficit for 1919 of 655 millions, and that freight rates will have to be increased 18 per cent. to ensure earnings sufficient to equal 6 per cent. on investment the rentals paid by Government Administration, assuming that volume and operating cost units remain the same as last year.

Our own Canadian railroads are in the same position and asking for a similar advance.

Fluxes and alloys, used in the manufacture of steel, have advanced in price.

10 Per Cent. Increase

An increase of 10 per cent. has just been made in the wages of common labor employed in steel works, and other workers in the same proportion, and as particularly affecting Canadian costs of manufacture of steel, we have a new item, and a very important one, viz., exchange. This may be quite a surprise to you, who probably have only looked on the question of exchange as affecting the finished products you purchase, but you must bear in mind that a large portion of the steel and iron makers in Canada, in fact all in this section of the country, use American ore, coal, alloys, refractories, etc., on which they have to pay monthly the current rate of exchange, no matter what the rate may have been when the Canadian steel maker made his contract for iron and steel with his Canadian customer for forward delivery, and it will probably surprise you to know that this new item to-day amounts to nearly $5.00 per ton on steel bars, and on other items proportionately.

Must Be Figured

A number of customers, and some writers on trade subjects, have taken the ground that we should not charge even a portion of exchange, because we make the steel we sell in Canada, but let me assure you it is an actual out-of-pocket expense, exactly the same as wages, freights, or any other item.

Except, therefore, something happens outside of the steel business to break public confidence in buying, I can see no weakening in prices, but rather the reverse, for some time to come, as it would look to be out of the question for supply to overtake demand for many months. We must also take into account that, due to scarcity of materials and fuel, transportation difficulties, labor unrest, and other causes, production is considerably below normal, speaking generally. The production of steel in the States in January this year showed a decrease of 141,116 tons over January of last year.

Buy Goods in Canada

My remarks in regard to exchange, as an item of cost, brings me back to the question of buying your goods in Canada. I was very gratified with the resolution you passed at your last annual meeting and have often wondered during the year, to what extent, and how many of you, put your promise into personal practice. This propaganda is incontrovertible as to its effect in the building up of our country, and when the rate of exchange ceases to torment you, I can only hope you will have cultivated the value of commercial patriotism sufficiently to continue to do your utmost, and influence your neighbor in the same direction.

There is an important class outside of the wholesale and retail buyer and manufacturer, very much interested in this subject, and in an address I made last year to the Independent Labor party, I explained what it meant to the employee of this country, and asked their co-operation.

Considerable Influence

Recently we were approached by the Labor Press to contribute to a special edition they are getting out for distribution all over the country, on buying goods made in Canada. Their influence in their personal purchases, and in the materials they use in the factories where they work will be very considerable.

Many other societies and interests have taken up this question and we know that if Canadian-made goods were used to anywhere near the fullest extent possible Canadian steel makers would be able to instal up-to-date machinery with large capacity, the same as the large volume of business in the States enables them to do, and both costs of manufacture and resale prices would be lowered, and our balance of trade benefited.

Fundamental Factors

A leading American review summarizes the fundamental factors for general trade in 1920 as follows:—

1st—Will the Soviet forces in Russia gain in power or the Bolsheviks collapse, and a Democratic Parliament dominated by Peasants begin the work of restoring law and order?

2nd—How much will the United States lend to Europe in 1920? How can loans to Europe be made and what is capacity of United States to make such loans?

3rd—Will the presidential election cause Congress and business men to mark time, or will the anticipated result of the election stimulate business.

4th—Will trade in "Consumption Goods" be stimulated by the spending of war savings for luxuries and necessaries, or have the "spenders" exhausted their purchasing power so that the retail trade will depend almost entirely upon the current earnings of the people?

Intricate Problems

No matter in which direction we turn, in considering future trade conditions, either as to volume or prices, we are confronted with the intricacies of all problems that are facing every country in the world, and our vision of future events has, therefore, to be revised and regulated from time to time by the failure or measure of success that follows the consideration of each question, and the decisions arrived at.

Cause for Gratification

There should be great gratification to the people of this continent that while they have serious problems of their own to settle, that they are in infinitely better shape generally than the countries of Europe, but that should not be constructed as a license to allow our problems to drift or to deal with them in any other than the most efficient way, and in the general interests of the country, and we must demand of our leaders, both political and commercial, that the affairs of this country shall be handled with courage and ability, and with a determination to build up this Canada of ours on a basis commensurate with our opportunities, and with the ultimate object of producing a united, contented and prosperous people.

The subject you have given me is so vast, that I have barely touched the fringe and omitted many important and interesting features; I feel, however, that I have already trespassed on the time allotted to the gentlemen who will follow, and thank you for the honor conferred upon the company I represent in asking me to address you.

Exchange Helps Excessive Paris Green Demand

The present abnormal exchange rate has developed an abnormal demand on the part of the buying trade for Paris green, the business being thrown very largely on the hands of Canadian producers. Orders have been much heavier during recent weeks and the demand still continues to be a very heavy one.

HARDWARE AND METAL is informed that the Canadian trade will soon absorb much of the available stock if the exchange rate remains where it is, and if these conditions are not righted it may be that prices will again advance. The demand for this product is increasing each year in any case and the abnormal conditions, such as that outlined, simply add to the difficulty of the manufacturers in providing adequate stock.

Banquet On Wednesday Evening

Visiting Delegates Were Guests of Wood, Alexander and James—Officers Tell of Growth and Aims of the Association

ON Wednesday evening, the visiting hardware merchants were guests at a banquet and entertainment held especially for them by the hardware firm of Wood, Alexander and James. To say that the affair was most enjoyable in every way, and that it was typical of the hospitality Wood, Alexander and James have extended in the past in sufficient to enable hardware merchants to know just how delightful the evening proved. The banquet was of the variety that took one back to the days before the war when tables were laden with unlimited supplies of good things and H. C. of L. was never even thought of.

After the guests had done ample justice to the good things provided, Mr. W. C. Wood, who was in the chair, in a brief address, expressed the pleasure it gave him to welcome the hardware merchants of the Province and to see such a splendid turnout at the convention.

Toast to Canada

After the toast to the King had been honored, Mr. Wood called upon Mr. Percy Bell, manager of the Bank of Hamilton, to reply to the toast to "Canada."

Mr. Bell emphasized the wonderful heritage Canada has in natural resources which are as rich as those of any country in the world.

"We need," he said, "to take stock of our country and its resources, especially at a time like this. I cannot see how anyone who does this can be a pessimist in regard to the future of this country. We have before us opportunities that are truly wonderful and if we meet the situations that arise with the same spirit we showed in the war period, we need not fear the outcome."

Exchange Situation

Discussing the exchange situation, Mr. Bell pointed out that many people are finding out that they had a false idea of the value of money and are upset because they are discovering that money has not the absolute value they had attributed to it.

"We are astonished to discover this," said Mr. Bell. "Money can only get value through two things—its scarcity and its utility. These values are entirely relative to the work it has to do. We are finding out that in the last five years we have been manufacturing money instead of goods. The more we increase wages the more we reduce the value of the dollar. Our government in the situation that arose took the flowery path and instead of taxing the people to decrease their buying power took the other course and increased their spending power.

Must Be Settled

The rate of exchange against us from the States is not a discount on our currency but on our accounts receivable. These are debts we must settle. The remedy undoubtedly is to buy more largely from ourselves and to sell more to the Americans. We have accumulated against us in the United States an excess balance of about $1,400,000,000. It is true that Americans have invested in Canadian branch plants about $400,000,000 and also that they hold about

NELSON MILLS
Vice-President of the Mills Hardware Co., Ltd., Hamilton, Ont., who was Elected as Vice-President of the Ontario Retail Hardware Association

$300,000,000 worth of Canadian securities. Some people talk about getting a loan from the United States. This would not do any good.

Would Have to Pay

"We should only have to pay it back. Getting a loan anyway would be like giving a powder to a man who had a broken leg. From the American standpoint, I think it would be good business if their firms not only sent travellers into Canada to sell goods but to buy goods. It would help the whole situation."

The toast to the "Ontario Retail Hardware Association was responded to by

GEORGE T. MAY
Of May Bros., Toronto, member of the Executive of the Ontario Retail Hardware Association.

President A. J. Wright and by Secretary W. F. Macpherson.

Expresses Appreciation

President Wright, on behalf of the members of the association, expressed to the firm of Wood, Alexander and James their sincere appreciation of the hospitality that had been shown them, of the banquet and the entertainment. He pointed out that the attitude taken by the firm is a real factor in the success of the efforts of the association and a big influence in helping to bring the merchants together for talking over matters of interest to the trade. Regarding the association itself, he said it had made good progress during the year. Its aim is to elevate the trade and be of real service to every hardware merchant in the Province.

Tells of Development

Secretary W. F. Macpherson outlined the growth of the Ontario Association and its work. During the first ten years, he said, the main motive had been to promote good fellowship, get the men with one another and render what service the association could. In the past three years, he said, the membership had not suffered a single loss from dissatisfaction with its work, the only losses being caused by death or from men withdrawing from the business.

"We aim constantly," he said, "to make better hardware merchants and this, of course, is of advantage to the manufacturers and wholesalers. We are realizing that the time has come when our aspirations are nearer realization.

"We might establish a central bureau for information for all our members. Such a bureau would mean a great saving of time for every merchant. A freight audit bureau would be very useful and I believe members would quickly get their membership fee back from this alone. We might organize a department to help merchants with their advertising in the local papers and this would be very helpful and could be made of great practical value. I am sure that the wholesalers and manufacturers, by passing these ideas along through their representatives to the men in the trade, can help in getting these things started."

S. H. Alexander, replying for the firm, said it was a real pleasure for the firm to have the hardware merchants as their guests. The firm, he said, is most kindly disposed towards the association. He thought membership in the association was worth $100 to any hardware merchant rather than the fee charged at present. Even if the membership was increased to $25 and the membership increased, many improvements, such as suggested by Secretary Macpherson, could be carried out.

During the evening a splendid program, including musical numbers and a mind reading test, was greatly enjoyed.

Banquetted by Manufacturers

Visiting Hardware Merchants Were Splendidly Entertained on Thursday Afternoon —Again Invited to Hold Their Convention in H amilton Next Year

ON Thursday afternoon, the hardware men were guests at a banquet tendered them by the manufacturers of Hamilton.

F. H. Whitton, who was toastmaster, gave a warm welcome, not only to the visiting hardware merchants, but to the travellers and others present on behalf of the manufacturers. Co-operation, he said, is the keynote of success, and he was glad to see such splendid harmony prevailing between the hardware merchants, the wholesalers and the manufacturers. The more they meet together the more it means in business and the fostering of the best spirit that is so much needed in the commercial world.

Guard Our Heritage

Col. Robert Starke, of Montreal, said that as hardwaremen and Canadians, we have a great heritage and it is our duty to hand it down. He hoped that Montreal would some day have the privilege of entertaining the hardware merchants and promised them a warm welcome.

H. S. Alexander, of Wood Alexander and James spoke briefly and expressed his pleasure at seeing such a splendid gathering of hardware merchants.

Is Much Appreciated

President A. J. Wright expressed the thanks of the Ontario Association for the splendid entertainment that had been provided for the hardware merchants in Hamilton. He told briefly of the work the association has been doing and hopes to do. He made a plea for continued close co-operation between the hardware merchants, the wholesalers and the manufacturers. The Ontario Association, he said, is finding out the benefits of working together. There are still many difficulties to be overcome, but by co-operation they are gradually being solved, and every member is being broadened by the interchange of ideas that comes from working together and meeting together.

H. L. Rohde, of Cleveland, in speaking on "Management," said:

"We, in Cleveland and in the United States, have come to the conclusion that people in Canada are a good deal like ourselves. Your enthusiasm and co-operation remind me of the spirit of the West. Management in business must go right along with co-operation. Getting together and talking things over is one of the best ways of adjusting differences and solving problems. We must organize and handle our business from the top down. Business is a great pyramid. Some men try to handle a great many details they should pass on to somebody else. When one delegates responsibility to an employee he must permit him to handle that responsibility and carry the necessary authority over the department he is expected to guide.

Must Have Authority

With responsibility must go authority. To-day many a business is based on fear instead of giving employees complete instructions and holding them responsible for carrying them out. The employee, who does not carry out responsibility given him, does not need to be fired. He will eliminate himself.

The qualification the successful business man must have is vision. A questionnaire sent out to more than 300 business men recently asking what they regarded as essential to success in business brought many such answers as perseverance, pep, action and personality, but only five out of the 300 gave the correct answer "vision." One of the best things in connection with meetings, such as this, is that they help business men to get a larger vision of the men in their own trade, of their own business and of business itself. It helps them to get a proper perspective and they also learn the value of co-operation. Charles M. Schwab has added another essential to success when that ability to handle the human element is what makes for success or failure.

Adds Two Others

Chairman Whitton, in commenting on what had been said about the importance of vision, stated that his experience was that integrity, trustworthiness and vision were the essential combination.

Col. A. F. Hatch made a humorous speech which was roundly applauded. In closing, he extended a very hearty invitation to the members of the Ontario Retail Hardware Association to again hold their annual meeting in Hamilton next year. It was the intention, he said, to take up with the civic authorities the question of erecting a civic hall in which exhibits of manufacturers could be shown to visiting merchants.

H. P. Hubbard made a brief address in which he referred to the pleasure it gave the manufacturers to again have the hardware merchants with them.

Secretary W. A. Macpherson expressed gratitude to the people of Hamilton and to the manufacturers for all they had done. He spoke of the splendid growth of the association and said he hoped next year to have at least 500 members at the convention.

C. E. Parsons, of HARDWARE AND METAL, spoke briefly regarding the convention and the warm spot hardware merchants have in their hearts for Hamilton and the manufacturers of Hamilton.

The Stove Situation

Impossible to Say What is Going to Happen, F. M. Tobin Tells Members of Ontario Hardware Association

NOBODY can tell you anything definite about the stove situation," said F. M. Tobin, of Toronto, secretary of the Canadian Stove Manufacturers' Association. "We do not know where we are at. We are guessing. Last year I predicted higher prices and they came. At the present time I do not see any chance of getting away from paying more for everything and therefore stoves are going to cost more. Last year for the first time we exported a considerable number of stoves to the United States, something that has never been done before. Just now on account of the rate of exchange and also because of the difficulty of securing materials, American firms are finding it profitable to buy stoves in Canada.

Canadian manufacturers, he stated, are also finding considerable difficulty in securing materials. In one case he knew of a firm had a number of stoves held up for delivery simply because it was impossible to secure some of the steel required for the base. In another case a manufacturer had to pay 200 per cent. more for material he needed than he should pay.

"Everything," he said, "indicates an upward current. Wages advances have been made in the last sixty days to moulders and others that total 15 per cent. above former schedules. The worst feature about it is that the more the manufacturer pays the less production he gets. It is strange, but a fact none the less. You may pay 25 per cent. more in wages and will likely get 25 per cent. less production. There was an advance of 20 per cent. made recently in stove prices and actual advances in costs totalled 19½ per cent. Now we are faced shortly with the question of increased freight rates."

Mr. Tobin stated that some auto manufacturers in order to secure supplies were paying stove makers a bonus to secure raw materials.

He argued also from the standpoint that money is only a medium of circulation and that while prices were higher the proportionate advances are only relative.

"I do not believe that there is any chance in the world of supplying the stoves that are going to be required in Canada in 1920," he said, in commenting on the outlook for business.

Retailers Favor Paint Legislation

Lengthy Discussion Followed by Unanimous Vote to Ask For Distinguishing Mark on Paint Containers

THE attendance of retailers at the "members only" session, on Thursday morning, for the discussion of "Live Topics," was the best attended "closed" meeting in recent years. The door was tyled, and the meeting thrown open for discussion by members only. A lengthy list of questions appeared on the programme. These questions referred to various trade problems which have developed during recent months. The questions which received the greatest attention were those pertaining to proposed paint legislation, the binder twine situation, mail order house quotations on shells, selling of graniteware to dry goods houses.

Price on Smokeless Shells

"How can departmental stores quote $3.90 for smokeless sovereign shells which cost the dealer that price from the jobber?" was the first question.

Secretary Macpherson stated that he had a letter from a member stating that a mail order catalogue price on this line was $3.90. He wrote to the manufacturer asking, on behalf of the retailers, for an explanation, and drawing their attention to the fact that it was unfair practise. He also wrote to the Canadian Wholesale Hardware Association asking about the matter. Replies were received in both cases. The manufacturer denied that he had ever sold the goods, and suggested that the only way in which they might be obtained was in being picked up in small lots through the wholesale trade.

The Canadian Wholesale Hardware Association advised that efforts to find out where the shells were purchased were unavailing; but it seemed likely they had come from some point outside of the province. There have been no further developments in the matter.

Several hardware merchants cited cases to show that sporting goods and other dealers are selling shells at the same prices as the retailers are paying to the wholesalers, and a case was also mentioned of a sale of a rifle to a man at a price lower than the retailer could procure it.

"These cases show emphatically the need for stronger organization," said Secretary Macpherson. "If we can increase our membership, and work together, we will have the power to stop such actions."

"The jobber is the man at fault," was the view expressed by another delegate, and mentioned a case where the jobber had split his profit with a firm, in order to secure the order.

"The man who will split a commission in this way," he said, "should lose his rights as a jobber."

The matter will receive attention from the executive officers of the association at an early date.

Analysis of Paints

The paint question came in for a great deal of discussion. The question up for discussion read as follows:

"Should the retail hardware trade insist on some guarantee or analysis from paint manufacturers to prove that their high-priced paints are superior to paints sold at from 30 to 50 per cent. less by department stores?"

F. B. SMITH
of Belleville, who was Elected as a Member of the Executive Committee

A great many members took part in the discussion, and quoted specific instances to show how, in their opinion, they were being discriminated against in favor of certain department stores and mail order houses. Several members were greatly concerned over department and mail order stores selling what was advertised as guaranteed paint at 65 to 69 cents per quart. Advertisements clipped from various newspapers were passed around to show how the advertising was being carried on. The chief bone of contention appeared to be that these large firms can make equally as strong claims regarding their 65 cent paint as the hardware merchant can make regarding paint which is more than double the price. This was felt to be unfair, and placed a great handicap upon the retailer. The majority of retailers selling what they believe to be high-grade paints, and which they feel sure, in their own minds, is much superior to the 65 cent paint, have no definite proof that such is the case. Although convinced in their own minds that their high-grade paint is much better than department store paint, the retailers claim that they cannot give any stronger guarantee than the department store or mail order house.

The question was discussed from many angles, and the consensus of opinion was that if the higher-priced lines of paint were superior to the cheaper department store paints, there should be some distinguishing mark, in the way of an analysis or formula, to enable a retailer to make comparisons and show to his customers that the higher-priced line was superior to the cheap lines now on the market, and enable the retailer to use arguments that will justify him in asking a higher price for his line of paints. The opinion was also freely expressed that the large department stores are selling a good paint at a low price, and are not going to jeopardize their best interests by placing "junk" paint in the hands of customers. If, therefore, it is possible to sell a good paint at 65 cents per quart, the retailers felt that they, too, should be enabled to offer to their customers a good paint at or near the same price.

One speaker referred to the paint question as a serious one to the retailer, owing to the heavy investment at present price levels. Another retailer stated that, if he could get the customers to come in and ask for cheap paint, he could generally sell whatever he thought was best, and could convince his customers that it was to their advantage to buy the higher-priced lines. He could not, however, control the people who are lured away by low-priced paints and do not come near him. Another merchant stated that, although he had greatly increased his paint business last year, he knew that a great many customers in his community had purchased department store paint, and he figured that during the past two or three years he had lost

THE NEW OFFICERS

President, E. Wanless, of J. C. Wanless & Sons, Chatham, Ont.

Vice-president, Nelson Mills, of the Mills' Hardware, Hamilton, Ont.

Executive committee, F. B. Smith, of Belleville, Ont.; Geo. A. May, of May Bros., Toronto; George A. Binns, of Binns' Hardware, Newmarket.

Secretary, W. F. ,Macpherson Prescott.

Treasurer, John Caslor, Toronto.

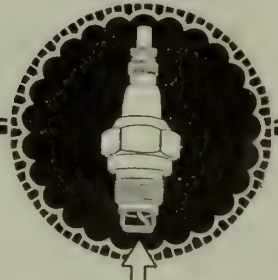
FYRAC

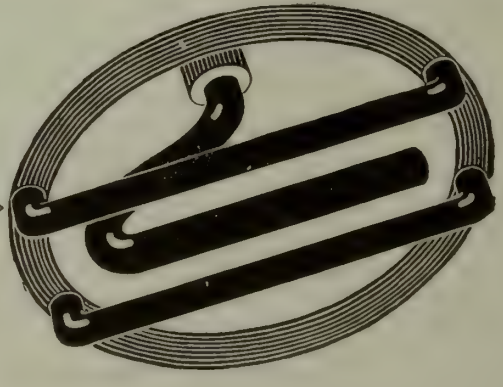
One INCH Firing Surface

A spark plug with a practically unbreakable insulator; *one inch firing surface*, from which the inch-wide fire leaps right and left to other stout wires.

Important, distinctive Fyrac features—all discernible at the customer's first glance—all appealing as instantly as recognized. So Fyrac sells itself.

Durable





Spark Plugs

But there is another potent factor —intensive advertising. On every hand, daily, the motorist sees that illustration, plain and convincing —and that phrase, *one inch firing surface.*

He knows the result—instant, complete ignition—freedom from gasoline-formed carbon—long service—continuously smooth operation.

He is ready to buy before he enters your store.

Sell him—Fyrac.

FYRAC MANUFACTURING COMPANY, *Rockford, Ill.*

Canadian Department
Campbell Agencies, 350 McKinnon Bldg., Toronto, Can.

Export Department, Werner & Butts, 336 Whitehall Building
New York, U. S. A.

ONE INCH FIRING SURFACE

This shows the central electrode, from whose *one inch firing surface* sparks leap the gap to the stout right and left wires, made to live long. *One inch firing surface* insures reliable power, and prevents gasoline-formed carbon.

several thousands of dollars' worth of business through customers going after department store paint. The retailers' attitude throughout was that they are ready to meet mail order and department store competition, provided that they are given an equal chance. If, however, they have a better product, but do not possess the proof to show that they have a better product, and are, therefore, forced to deal in generalities when making comparisons with cheap paint, they are working under a handicap. If the department store paints contain cheap substitutes, which retailers have been told are contained in cheap paints, the retailers appear to feel that the department store should be package. The idea, it is said, has been worked out in connection with foods, medicines, stock foods, etc., and the retailers who expressed their views were of the opinion that the same rule could be applied to paints.

After lengthy discussion, it was moved and seconded, and carried by a unanimous vote, that the Ontario Retail Hardware Association memorialize the Dominion Government to enact legislation making it compulsory for all paint manufacturers to label, or mark, all paint containers in such a way as to designate the nature or quality of ingredients contained in the package, and for the purpose of making it possible to prevent deception.

Considerable merriment was caused by one Hamilton merchant, who related his experience with a well-known paint manufacturing firm, which he named, and a Hamilton department store. The department store put in a line of paint under the store's private brand and name. All went well until the department store ran a big ad. in the Hamilton newspapers stating that the private brand paint was made for them by the manufacturer, who was named by the speaker and two other dealers in the same city who were carrying this manufacturers' regular line of paint. The matter was immediately taken up with the manufacturers' representative, and serious objections raised by the retailers. The upshot of the whole thing, after certain alleged promises, etc., were made, the speaker vigorously explained, was that the manufacturers' final explanation was that "the department store account is a big one, and we do not wish to create antagonism."

Another member stated he had found that by getting from Ottawa the analysis made by the Inland Revenue Department of various lines of paints, and showing people just what they contain, we can sell more of the good paints.

"There is only one solution to these problems, and that is organization," said President Wright. "We must cooperate closely. We ought to put Ontario in districts. It should be the duty of every merchant in every district to go with our secretary and make the personal appeal to those who are not members and get them. Our organization has shown great growth this year. With larger membership, we can get down to brass tacks on more of these big problems."

The opinion was expressed a number of times during the discussion that the retail business is undergoing rapid changes, and that with the rapid development of mail order firms, chain stores, farmers' buying clubs, etc., there will be many changes in retail distributive methods within the next five or ten years.

Selling Enamelware

In connection with the question "Should graniteware manufacturers sell their goods to dry goods houses to be used as a leader to attract trade?" Secretary Macpherson read a letter from a hardware firm stating that a dry goods firm had put in a stock of graniteware to sell at cost as a leader. The name of the firm from whom the stock was purchased was given. Many of the members thought that the best way of dealing with the matter was to cut out the firm, although it would be of little use only one hardware man doing this. Another member stated that in his town there were two hardware stores, but that a certain enamelware manufacturer had five accounts in this small town. Several members suggested discontinuing buying from manufacturers who departed from selling regular recognized retail distributors.

Secretary Macpherson suggested that if the members would send in to him specific complaints, giving the names of all parties concerned, he would take the various questions up direct with the manufacturers.

The Binder Twine Question

The binder twine situation opened up a lively discussion in which many members took part. Several members stated that they had stopped bothering about the twine business and the U.F.O. were quite welcome to the business. Others were carrying only small quantities in season to accommodate farmer customers. Another section of the meeting made pointed references to grist mills, implement agents and others who had secured a good foothold on the twine trade in certain sections. References were also made to letters which had been sent by twine manufacturers to the retail trade. In some cases, the suggestions had been followed out and in other cases not acted upon. The discussion swayed from one angle to another until J. C. Bell, of Beeton, Ont., the "Beeton Bell," jumped into the fray, followed a few minutes later by O. B. Henry, of Drayton, Ont. Both members told how they had stood up against all comers and had made a good margin of profit on their twine sales despite U.F.O. and other opposition. The meeting was greatly enlivened at this juncture by various good-natured remarks which passed between Messrs. Bell and Henry over time transactions, in which both had been concerned. Mr. Henry urged the other members to stand their ground against all comers, meet all competition face to face and not quake with fear the moment a farmers' buying movement or some other scheme strikes a district.

Says Increased Production Has Helped Stabilize Prices

Address by A. A. Bittues at Annual Meeting of the Ontario Retail Hardware Association

A. A. Bittues, of Montreal, managing director and secretary of the Gillette Safety Razor Company of Canada, Limited, in discussing business conditions and the trade outlook generally, said that part of his work for some time has been to look after the buying of materials required and it had, owing to conditions, been anything but a pleasant task.

"I have had to find a way to keep prices at one level," he said, "and increased production has been the solution for keeping them stable. Where we used to make 250 razors a day we now make 3,000. Where we used to make 1,500 sets of razor blades daily we now make 18,000."

He instanced the great difficulty in maintaining prices owing to difficulty in securing materials and also the greatly increased prices for them. Plush, he said, which used to be bought at 65 cents a yard, is now $2.50; Swedish iron, formerly 62 cents, is now $1.94, and brass that used to be 12 cents is now 38 cents. Higher wages also had to be paid to all employees.

"When you stop to consider things," he said, "perhaps you will realize that the manufacturer is not treating you as badly as you have sometimes thought. Our goods will advance only if they have to. If we can produce and have our production absorbed as it is now, they will not be advanced. We are re-investing our money and are looking ahead, not only for 1920 business but for 1921

HAVE A WARM SPOT STILL FOR A. W. HUMPHRIES

During the first day's session of the delegates, mention was made by the president of the name of A. W. Humphries, now of Regina, one of the charter members of the Ontario Association and an active worker in connection with its organization. The delegates showed that they have a very warm spot in their hearts for the veteran hardware merchant by hearty applause.

Officers Say Convention Was the Best in Its History

Large Attendance at the Sessions and at Exhibits—Future of the Ontario Organization is Very Bright

At the session on Thursday evening following the election of officers, a moving picture show was put on by the McClary Mfg. Co., of London, Ont. The films showed how enamelware is made and were much enjoyed by those present.

Thursday was one of the best days of the entire convention and the attendance was large. The officials of the association were unanimous in declaring the convention the most largely attended in its history and a splendid success.

Following the movie show in the evening, a smoker was held, and a very enjoyable time was spent.

During the evening also, S. H. Rohde, of Cleveland, gave an address on "Salesmanship." He emphasized many points of interest to retailers in connection with merchandizing.

During the afternoon, there was a large attendance at the exhibits. The exhibitors introduced a novelty in the shape of a drawing contest and prizes were distributed to the holders of lucky tickets.

On Friday morning, a short business session was held, after which many of the delegates visited the exhibits and various manufacturing plants in Hamilton. The opinion was generally expressed that the sessions had been of real intest and value and that the future of the association was never brighter.

REPORT OF RESOLUTION COMMITTEE

We, your resolution committee, report having considered the question submited to us. Would recommend that steps be taken to employ a secretary who could devote his whole time in the interests of the association.

We recommend that a notice of motion be given toward this end.

The committee also recommended that the secretary's salary be increased to $800 for the year 1920.

That the matter of placing on labels the analysis of paints be left in the hands of the executive committee for action.

That the retiring president automatically becomes a member of the executive committee.

That the thanks of the association be tendered to the trade papers, the exhibits, the firm of Wood, Alexander & James, and the manufacturers of Hamilton, for the entertainment and support.

Talk on Builders' Hardware

Address Given Before Ontario Retail Hardware Association

By W. R. Hill

At the session on Tuesday evening W. R. Hill, of New York, manager of the builders' hardware department of the Yale & Towne Co., discussed "Builders' Hardware." He showed a number of specimens of locks and keys and traced the various steps in their development. He urged every retailer to secure all the information he can about the goods he is selling and not only use it to help make sales but also to help in selling better goods.

Canada, he said, offers a wonderfully fertile field for retail dealers in the handling of builders' hardware. The hardware merchant, he said, is the natural distributor and he commented on the folly and harm of manufacturers trying to compete by trying to sell direct. By doing this in the United States, manufacturers had come out with not only extremely small profits, but affected the morale of the dealers' hardware department by robbing the dealers' men of the opportunity and also the glory of closing up contracts. This, if carried on, removed the opportunity for the development of the builders' hardware department, and resulted in the manufacturer's representative cultivating the personal contact with the owner, architect and contractor instead of this being done by the hardware merchant or his representative. This destroyed initiative in the hardware merchant as far as the builders' hardware department is concerned and retarded its natural development. It also hurt business by introducing many special designs, finishes, etc.

Are Man's Men

"Hardware men," said Mr. Hill, "always look good to me. A hardware man is always a man's man—not a mollycoddle. In my youth I was taught to think that a man who had studied for a profession and practised it was a superior being and ranked higher than a mere business man. And most people in those days thought much the same thing. With many other changes, however, that are coming over this wonderful world of ours has come an increasing respect for the sturdy, practical business man with his commonsense and freedom from preconceived notions copied from men who have not learned their lessons at the bench—as we have.

Progressive Industry

So Iam proud to belong to an industry that by its progressiveness, its stability in finance and the solid business men it has bred has achieved a position of honor in trade second to no profession, and that ranks high in commerce all over the world.

For Two Reasons

I speak in this way for two reasons:

First—Because I AM proud to have a part in the hardware industry; and,

Second—Because these are times, gentlemen, when every man should look into his own soul, into his own brain, and examine what he himself is doing, to make sure he is doing his part and acquitting himself worthily in whatever position he holds in the industry in which he is engaged.

The hardware industry has never yet been found wanting in any National emergency. It has always contributed its full share of whatever was necessary, whether it was men —money—or merchandise.

In Close Contact

The men engaged in the hardware industry are brought into contact with thousands of laboring men of all classes and they can do a great deal of good by practising in their own organizations those principles that build and make better men, and by taking every opportunity to spread the gospel of honest work and square dealing, for, after all, that's what it all boils down to. I speak feelingly of this, gentlemen, because it is human nature—while we have good business and money seems fairly plentiful, to overlook or pass by as none of our business some of these fundamental principles of business.

Play the Game Squarely

The builders' hardware game has been too full of skin dealing, of giving as little in quantity and quality under the specifications, as possible.

Let's quit it, if we are doing it.

Let's build our business up through square dealing, asking an honest profit for our goods and giving full measure of quality, quantity and service.

Chimney Mantles

Jos. E. Lemieux, Quebec, Que.—Please advise where we could procure wood mantles.

These may be procured from the following:

Barton Netting Co., Windsor, Ont.; Kent, Garvin Co., Hamilton, Ont.; Rhodes, Curry Co., Amherst, N.S.; Winnipeg Paint and Glass Co., Winnipeg, Man.; Blonde Lumber Mfg. Co., Chatham, Ont.; The Schultz Bros. Co., Brantford, Ont.; Wilson Bros., Collingwood.—Ed.

Waste Paper

C. P. Moore, Sydney, N.S.—Where could we dispose of baled waste paper?

The following are dealers: E. Pullan Wipers and Waste Co., Ltd., 20 Maud St., Toronto, Ont.; Austen Bros, Ltd., 118 Hollis St., Halifax, N.S.; Montreal Cotton and Wool Waste Co., Ltd., 173 Common, Montreal.—Ed.

Oil Heaters

Mr. C. P. Moore, Sydney, N.S.—Please advise us as to where we could secure oil heaters as used by the railway companies for heating freight cars?

These may be procured from the Economy Heater Co., 108 South La Salle Street, Chicago, Ill.—Ed.

Evaporating Outfits

Adam & Vandusen, Picton, Ont.—Please advise us as to where we can procure addresses of firms manufacturing maple sugar and evaporating outfits?

These may be procured from the Grimm Mfg. Co., Ltd., Montreal, Que., or the Steel Trough & Machine Company, Tweed, Ont.—Ed.

THE CLERKS DEPARTMENT

PUTTING BUSINESS METHODS INTO THE MOVING PICTURES

Why Jule and Jay J. Allen, at 31 and 30, Control the World's Greatest Chain of "Movie Shows"— A Business Miracle Wrought in Canada

Wall Street has taken to the "movies," and Canadian financial men, too, are interesting themselves in the business end of the great industry of giving the public what it wants in the way of amusement. There are now hundreds of investors throughout Canada who hold shares of stock in Canadian moving picture distributing and exhibiting organizations. It is no wonder, then, that the business side of the "movies" should be looming up as an interesting and important phase of Canada's business life.

The biggest organization in the Canadian moving picture field to-day is the Allen Enterprises, which had its inception in a little "store-show" in Brantford thirteen years ago. How Jule and Jay J. Allen, the two energetic young heads of this institution, have built up Allen Enterprises is told in "MacLean's Magazine" by Floyd S. Chalmers.

"Jule and Jay J. Allen, at 31 and 30 years of age, dominate the world of film exhibitors, because they saw from the first that running a moving picture theatre was much like running any other business. They had to please their customers or drop out," says the story, which proceeds:

Brantford, the birthplace of the telephone, was the birthplace also of the Allen Enterprises. Brantford might almost be called the birthplace of the moving picture industry in Canada, for although Montreal and Toronto had between them half a dozen "store shows" when the Allens opened their "Theatorium" in Brantford, it was the establishment of the latter theatre that showed the possibilities of the moving picture as something beyond the pale of the "penny arcade" type of amusement.

The story of the opening of the first Allen theatre is interesting. It had its beginnings in the town of Bradford, Pa., where Jule and Jay Allen were born, and attending high school. Their father, Bernard Allen, was a jeweller in the town.

In September, 1906, the father and his two sons held a conference to decide what line of business the sons would enter. At that time the five-cent picture shows were flourishing in Bradford and the two made up their minds to open a picture show somewhere. Jay had just returned from a visit to Hamilton, Ont., and he chanced to remark that that busy city of 80,000 people did not have a moving picture show. It looked as though the "cinematograph" had not yet invaded Canada. That decided the life work of the Allens. They determined to go to Hamilton and establish a movie theatre.

Jule was appointed the emissary to find a suitable location. He searched the city in vain; there was not a store that would be vacant in less than thirty days. Probably the ordinary business man would consider thirty days a short time. He would want longer than that to furnish the theatre and prepare for the "grand opening." A city that had never seen a moving picture and was not in imminent danger of seeing one for a long time yet, could wait thirty days. But to Jule Allen, eighteen years old and fresh from high school, thirty days was longer than he could contemplate waiting. Hamilton was not ready for him; he moved on to the next town, Brantford, and found a vacant store.

Their First Theatre

Bernard Allen and the other son, Jay, then seventeen years old, were notified and they hastened to Brantford. In ten days — on Nov. 10, 1906 — the "Theatorium," the first moving picture theatre in Canada outside of Montreal and Toronto, opened its doors, or rather its door, to the public.

The place would hardly have made a good-sized tobacco shop but the Allens crowded in 150 kitchen chairs, tacked up a white cotton sheet on a frame at one end, and set up the projecting machine they had brought with them from the States. There were few films; one which passed under the glorious title of "The Watermelon Patch," depicted the just punishment administered to a garden-vandal. Another reel — reels were only a few dozen feet long in those days — was a "thriller," and centred around a train wreck. The "shows" were continuous, and each one lasted about fifteen minutes. Five cents was charged for admission, and on the first day 2,000 people paid their money to the Allens and saw their first moving picture. Two thousand patrons out of a city of 15,000 or 18,000 people did not seem extraordinary to Bernard Allen or to his two sons.

It only took a short time for the Allens to realize all the money they had invested in this enterprise, and the crowds that continued to flock to their performances convinced them that there was room in Brantford for another theatre. Another store was rented and it was transformed into a comparatively high-class theatre. The sum of $2,000 was spent on it. It had a decorated front, special chairs made to order, and a continuously-operating phonograph, the horn of which projected over the ticket-seller's booth, screeching forth the popular melodies of the day to attract the attention of the public.

This theatre was advertised to open on a Saturday night, but the chairs did not arrive until that morning.

Bernard Allen was in favor of postponing the opening for a day or two, but the two sons had lost none of their enthusiasm and they would not agree. Seats were installed on Saturday afternoon in one-half of the theatre, and in the other half the people had to stand. This theatre paid off the capital invested in it in a very few weeks and was soon earning from $30 to $35 a day for the Allens. Later a third theatre, the "Gem," was opened in another part of Brantford. That made the Allens, two of them in their 'teens, the largest operators of moving pictures in the country.

A Chain Developed in Ontario

The three Brantford theatres were only the nucleus of a larger organization and there was soon a chain throughout Western Ontario. Difficulty developed over the question of film supply, and to assure that their theatres would always have the best in the new film dramas without delay, the Allens organized their first exchange and supplied the films for their own theatres. From this it was only a step to the point where they could supply other theatres with films.

In the course of a few years Western Ontario seemed to be too small a field for the Allens. Moving pictures were becoming tremendously popular, and many new picture theatres were being opened. The West was almost a virgin field and, moreover, lacked the "legitimate" drama as well. Bernard Allen and his two sons sold out their Ontario holdings and moved their headquarters to Calgary, where they built what was then the first moving picture house in Canada in 1913. But the move to Calgary only enlarged their field and after a few years their activities stretched from coast to coast. It was necessary to move the headquarters of the reorganization to Toronto, where it now is.

Facts About the Business

One might go on to recount further the story of the Allens, but it would resolve itself into a mere record of new theatres built and old theatres purchased and made over. It is enough to say that the Allens are not through yet. To-day they operate more than fifty theatres of the highest standard in twenty-one Canadian cities. Eight other theatres are now in course of erection. Many others are under contemplation.

They operate six film exchanges to supply their chain of theatres and others with film-plays.

Every weekday 80,000 Canadian people visit the Allen theatres. In a few months, when theatres now in course of being built are opened, the figures will exceed 150,000 a day, nearly 1,000,000 a week, and 50,000,000 a year. Tickets used in the Allen theatres in one year if placed end to end would reach from Toronto to Halifax.

Allen theatres cost from $200,000

$2,000,000. The average is $500,000, and their seating capacity is often over 2,000. They represent an investment of $25,000,000. An Allen theatre now under erection in Montreal will seat 3,000 people and will be the third largest in the world when it is finished. The Detroit Allen will have a seating capacity of 4,000 — the second largest moving picture theatre in the world. The total seating capacity of Allen theatres when those actually erected or being erected are in operation will be about 75,000.

And most of this has been accomplished within the past three years, in fact since Nov. 10, 1917, when the Allen theatre in Toronto was opened to the public; for on that date there were only eight Allen theatres in operation.

Really Jule and Jay Allen

It would be interesting to determine where the dividing line comes in the particular interests within the enterprise of each of the brothers, but the spirit of co-operation has so permeated their every effort that the line of demarcation is very vague. Men who know them say it does not exist.

Nothing is ever done by Jule Allen, or by Jay Allen. Everything is done by Jule and Jay Allen. There is no way of knowing which details of the daily work should be referred to one or the other of the two brothers. Everything is dealt with by both of them. It would be a peculiar arrangement for some business men, but not for the Allens. The impression that an outsider gets is that Jay, perhaps, is the planner and Jule the executive. Jay revels in planning bigger things, but he is just as enthusiastic in putting his ideas into effect. Jule is a master of detail. Very little transpires within the organization that does not come to his attention. He makes it a point to visit every new theatre where at all possible and make sure that the little details that are of ultimate importance are correct.

Built Up a Clientele

I asked Jay J. Allen how he accounted for the success of their enterprise.

"We succeeded because we built our business as business," was the answer. "When we entered the moving picture business most of the people then exhibiting pictures were making all the money they could without giving the people their money's worth. They did not realize that moving pictures were here to stay.

"We knew that moving pictures would become one of the greatest industries in the world and we decided to run our theatres as we would run a store. We wanted to build up a steady, satisfied clientele, for only with that could a beautiful theatre such as we wanted be built. We have followed that policy ever since and that it has proven successful is shown by the fact that, while only a year or two ago when we opened a new theatre we had to build up a clientele before we could have capacity houses every day, now the Allen name is sufficient to insure the success of one of our theatres from the opening night."

"How do you know that motion pictures are going to be popular for a long time to come?" I asked Mr. Allen.

"Every day there are middle-aged people entering our theatres who have never seen a moving picture before," he answered. "They have looked on the 'movies' as something beneath their dignity, but when they once break the ice they become regular patrons.

"That applies to many people of this generation. Every child who is growing up to-day is growing into a moving picture fan, and every child is going to become a 'grown-up' fan. There are millions of 'movie fans' in the making now and they are the people who will visit our theatres ten, twenty and thirty years from now."

Loyalty of Employes

To Mr. Jule Allen I put the same question: "How do you account for the success of your enterprises?"

"One thing has been keeping up the standard of our productions," he said. "We are never afraid to establish a moving picture theatre in a neighborhood that already has a theatre, if the other ouse shows only Wild-West thrillers and such trashy pictures, because we know that everybody wants to see good pictures, and if they go to see poor pictures it is because there are no others for them to see."

One reason for the success of many concerns has been the loyalty of the men who have worked with the founder. I asked Mr. Allen about the men under him and under his brother.

"An important factor in our success has been the enthusiasm of the men who have worked for us," he said. "We have tried to treat them fairly. We give them a stock interest in our various companies, and we have also followed the rule that all our theatre managers and executive officers must be developed in the organization. It makes for greater loyalty within a growing organization like ours for the members of the staff to know that no outside men will be brought in to be placed over them."

Such is the beginning of the story of the Allen Brothers. It is only the beginning, for the Allens are only "nicely started." Henry Ford was forty years old before he got his start in life. Robert C. McLaughlin, founder of Canada's greatest motor car organization, at thirty-three was still a very unsuccessful farmer. John H. Patterson, head of the National Cash Register Company, was almost a failure at 40. Frank W. Woolworth really began his mercantile career in middle life. Yet at thirty and thirty-one respectively Jay J. Allen and Jule Allen are the dominating figures among the world's moving picture theatre owners. They control every Allen theatre, for, while they have sold preference stock in many of them, they have retained the bulk of the common stock in every instance and in many cases are the owners outright. They have never been in an unsuccessful venture.

H. L. KOHDE
Of Cleveland, Ohio, who spoke on business subjects.

George R. Burton Honored By Associates

George R. Burton, for many years superintendent of Lewis Bros., Limited, Montreal, was presented, on the eve of his departure for the United States, with a solid gold watch, by his fellow associates, with whom he had become very popular. This was a 17 jewel movement and was suitably engraved both inside and on the reverse of the case.

Mr. Burton joined the staff of Lewis Bros. in January, 1905, and was connected with them until 1910, when he left for Australia, where he remained for six years, returning with an Australian bride, and connecting himself again with his old firm, Lewis Bros., in 1915. Since that time Mr. Burton has been continually with the firm of Lewis Bros., Ltd., and has won many friends in Montreal. He now leaves to engage in poultry farming at Charlestown, West Virginia, and carries with him the good wishes of a host of friends.

Mr. Burton is succeeded in Lewis Bros. by H. H. Bennett.

Cement Company To Manufacture Steel

Montreal.—The Canada Cement Company will enter into active competition with the big steel corporations by transferring its Longue Pointe million-dollar plant into a steel rolling mill. An eminent steel man from the United States has been engaged to take charge of this new branch. The cement company has been faced with a problem in the shortage of barrels, which everyone is at present experiencing. The barrels are made of compressed paper and with steel drums.

Metal Plating Firm To Locate In London

Sarnia, Ont.—Despite the fact that the majority of the directors are Sarnia men, London will get the Canadian branch of the Detroit Gartley Weston Company, of Detroit, manufacturers of metal plating, which will employ about 500 men. Their Forest City plant opens in the near future. The officers of the company will be as follows: Robert I. Towers, of the legal firm of Cowan & Towers, Sarnia, president; P. C. Gartley, Detroit, vice-president and director of sales and advertising; Malcolm Mackenzie, formerly of Mackenzie, Milne & Co., of Sarnia, vice-president and treasurer; Frank J. Weston, Detroit, secrtary, and James F. Perkins, of Detroit, production engineer.

Gordon C. Seybold, of the Cochrane Hardware Company, Limited, Sudbury, returned West after a short stay in Montreal.

EDITORIAL COMMENT

THE ONTARIO CONVENTION

THE fifteenth annual convention of the members of the Ontario Retail Hardware Association, which was held in Hamilton this week, marks another milestone in the history of an organization which is working for the betterment of every hardware merchant in the province. There is plenty of room for the best efforts the association can put forth and it is encouraging to note that every year this is realized more and more by the men in the trade. One thing that shows that the work is not only being felt but is appreciated is the steadily growing membership. The report presented by Secretary Macpherson this year shows an increase in new members that is very gratifying. Right here it might be remarked that the Ontario Hardware Association is fortunate in having a man like Mr. Macpherson. In every organization and in every movement the work usually falls upon one or two persons. In this case the big share of it falls to the lot of the secretary. It is up to him to keep things moving and to look after the thousand and one little things that will either send the organization forward or keep it back. Secretary Macpherson not only has ability but he has energy and he has given of both unsparingly in an unselfish effort to help every hardware merchant in the province. If every member worked as hard for the association as the secretary it would be one of the strongest organizations in the Dominion to-day. However, those who attended the meeting in Hamilton this week had a good chance to judge for themselves the value not only of the Ontario Association but the work it plans and the progress it stands for. It deserves the support of every hardware man because it is working for the good of all. And it will be just as strong or just as weak as the merchants make it.

THE TARIFF ISSUE

WITH the opening of Parliament next week the tariff looms large as the most important issue in which the business men of Canada are interested. While the Government has known for a long time that the issue has to be faced it has come to no decision on the matter. Recent news from the West, especially from Saskatchewan, indicates unmistakably that the people of the Western districts are not willing to wait any longer. There is more than a hint that matters are being trifled with at Ottawa as far as the West is concerned and it is likely that the fireworks over this state of affairs will be started early by Western representatives. As far as business interests in general are concerned the tariff is the big thing at the coming session of Parliament, although the possibilities of an election are also interesting. Many merchants and manufacturers have expressed the view that it would be unwise to unsettle conditions further by holding an election just now or even in the near future. However, the issue may be forced and it is just the possibility of unexpected developments in both the tariff and other matters that has got a good many business men on the qui vive.

THE MORATORIUM

THE Ontario Government is evidently endeavoring to feel the public mind of the province as to what it should do with respect to the Moratorium Act. Some time ago the daily papers stated that the Government had decided to allow the act to lapse after the next session of the Legislature. Unless further extended at that session it will automatically expire thirty days after its close. Apparently, however, some pressure is being brought to bear upon the Government by those mortgagors, who have been evading their obligations.

Two suggestions have, apparently been made to the Attorney-General's Department in the interests of those who object to the termination of the moratorium. One is that the act be continued for another year. This would only be postponing the disturbance of the money market, which it is claimed will take effect when these mortgages fall due. If there is anything in that claim, it would be better to meet it at once and return to normal conditions as soon as possible.

The other suggestion is that legislation be passed permitting all mortgages to run the same period of time before becoming due, as they had to run when the moratorium went into effect. This would be giving those mortgagors, who have already had five years' grace and have taken advantage of a rate of interest much below the present cost of the money, a further period within which to evade their moral obligations.

If the moratorium was justified on any grounds they were those of the exigencies of war. Now that the war is over the more quickly unnatural and artificial restrictions are abolished the better. Stronger reasons than those already advanced should be required by the Government to secure an extension.

EVENTS IN THE TRADE

Business Changes

Melbourne, Ont.—James Pettitt has purchased the hardware and garage business of Hardy & Staples.

St. John, New Brunswick.—A new company has been organized here under the firm name of Frank Fales & Sons, Ltd., and has taken over the fishing supply and marine hardware department of the business carried on by Frank Fales. The new firm comprises Mr. Fales and his sons, who have been working with him for several years.

Obituary

Following a brief illness with pneumonia the death occurred at his home in Hamilton, Ont., of Thomas Crooks, Jr., aged 29, of the staff of Wood, Alexander and James. Mr. Crooks was a well-known football player and for some time was with the Hamilton Tigers, junior team. He was 29 years old.

Richard J. Cowan, for many years actively associated in the management of the Ontario Malleable Iron Works, died at Oshawa, Ont., following a paralytic stroke.

Fire Losses

The Dunn Hardware Company, Limited, of Port Arthur, Ont., was one of the heaviest losers in a fire which swept the Walsh block, causing a loss of $80,000.

Fire started from unknown causes in the Delaney Hardware Store, Wolfville, Nova Scotia. Although the flames had a good start the firemen had them under control within an hour's time.

Personal

William Chapman, for some time with the hardware firm of Bonthron & Drysdale, at Hensall, Ont., has accepted a position in Toronto.

Dan Shannon, hardware merchant at Marmora, Ont., has been elected chairman of the Finance and Property Committee of the Council.

W. H. Dustan, of Bowmanville, has left for Los Angeles for a two months' visit to his son, who is also a hardwareman, being a commercial traveller.

J. Walker Andrews, who has for some years represented the Remington Arms U. M. C. Co in Canada, has joined the staff of W. H. Thorne & Co., Ltd., St. John, New Brunswick, and will act as sales manager for sporting goods, phonographs and automobile supplies. Before joining the Remington people, Mr. Andrews represented W. H. Thorne & Co., Ltd., in the Maritime Provinces, as sporting goods traveller.

Trade Notes

Leabeau & Leabeau, hardware, Montreal, have assigned to Paquet & Bonnier.

A. Robitaille, hardware, Quebec, has assigned and Bedard & Belanger have been appointed guardians.

The Galt Brass Company, of Galt, Ont., will start work shortly on a large extension to its plant.

The Glidden Company, Limited, has been granted permission to increase its capital stock from $100,000 to $350,000.

P. Leslie & Son, Ottawa, manufacturers of tinware, are now carrying on business under the firm name of the Leslie Tinware Co., Ltd.

The Hamilton Cotton Co., Hamilton, Ont., are contemplating a brick addition to their factory on Elgin Street at an approximate cost of $25,000.

The Laidlaw Bale-Tie Co., Hamilton, applied for permit to build a brick factory addition on Lottridge Street at a cost of $14,000.

The Canada Wire Goods Co., Hamilton, received permit for alterations to their building on King William Street to cost $2.000.

W. Harvey, of Port Rowan, Ont., whose hardware store was recently destroyed by fire, will rebuild shortly.

The Gillette Safety Razor Co. of Canada, Montreal, is preparing plans for extensive alterations to its manufacturing building.

W. Calvert, manager of the branch plant of A. I. Root Co., of Medina, Ohio, at Council Bluffs, Iowa, is being transferred to Ingersoll, Ont., as manager of the Canadian branch factory the firm is establishing. Part of the plant formerly used by the Noxon Company has been secured, and equipment costing $100,000 will be installed for the manufacture of bee supplies.

Montreal News

L. E. Griffith, representing Surpless, Dunn & Company, New York, was in Montreal this week.

Mr. Satterthwaite, representing H. & C. Vaughan of England, called on the Montreal trade this week.

F. H. Scott, manufacturers' representative, Coristine Building, Montreal, left this week on a business trip to England.

John W. Richardson, of the wholesale staff of Caverhill, Learmont & Co., is on the sick list this week.

James Hardy, secretary of the Canadian Wholesale Hardware Association, was a Montreal visitor last week.

Mr. Smith, representing H. L. Jett Company, New York, was in Montreal on business for his firm during the week.

John Richardson, of the firm of Richardson & Bureau, manufacturers' agents, Montreal, returned after a five weeks' trip to Central and Western Ontario points.

J. A. E. Bureau, of Richardson & Bureau, manufacturers' representatives, was in Ottawa this week calling on the trade.

R. H. Monk, superintendent and chemist McArthur, Irwin, Limited, was a visitor this week to the retail hardware convention at Hamilton.

Royal Cluxton, manager the Canada Paint Co., Ltd., attended the Ontario Retail Hardware Association convention this week.

F. D. Dannenberg, of Toronto, representing J. Wiss & Sons, Inc., Newark, N.J., was in Montreal calling on the trade this week.

Peter J. Sutherland, manager of the paint department (retail), Winnipeg, was a Montreal visitor on Tuesday last. Mr. Sutherland is very optimistic regarding the outlook in Western Canada.

Colonel Robert Starke, vice-president of the Canadian Wholesale Hardware Association, attended the retail hardware convention at Hamilton this week, where he delivered an address.

John A. Frazer, sales manager of Lewis Bros., Limited, Montreal, has been seriously ill during the past ten days, but hopes are entertained for Mr. Frazer's ultimate recovery.

Colonel William Gartshore, vice-president of the McClary Manufacturing Company, Limited, London, Ont., was a visitor to the Montreal office early this week and returned to London on Tuesday.

Charles Hornidge, manager of the automobile accessory department of Lewis Bros., Limited, has been laid up by an attack of the "flu." Last report indicates that Mr. Hornidge is expected to make progress towards recovery.

W. S. Fallis, managing director of the Sherwin-Williams Company of Canada, Limited, was called away on Tuesday of this week, owing to the sudden death of his sister-in-law at Drayton, Ont.

Says Spring Buying May Be Normal

Quebec Wholesaler Says Retailer Has Been Buying Well and Maintaining Good Stock—May Not Be an Excessive Rush

WHILE many are looking for a grand stampede when the early spring arrives, in the matter o buying hardware, this view is not so generously shared by Alex. Prudhomme, president of A. Prudhomme & Fils, wholesale hardware, Montreal.

"Business has been good," said Mr. Prudhomme to HARDWARE AND METAL, "right along, and it is natural that there should be no big rush in the spring. The merchants are buying what they need, and are keeping their stocks up well. They are taking delivery now of nails, iron, pipe, and other hardware which they often do not take till March or April. I see no reason why there should be a rush later on."

Mr. Prudhomme believes that there will be a steadily good business right along. The farmers, too, are getting very much more for all they have to sell, and are good buyers. With hay at $26 per ton, and potatoes at $4 per bag, and with higher prices for all they have to sell being paid them than ever before, this country should be prosperous.

Be Linked Together

"We have a wealthy province here," continued Mr. Prudhomme. "Our agriculture, our mines and our timber are all sources of great wealth, and while our mines may not be developed extensively now, that will come in time. But all these represent great wealth.

"I think that the city depends on the country and the country on the city, and that there ought to be a good working spirit all around. This is a good thing for all of us."

Mr. Prudhomme indicated how widespread was the demand for goods when he referred to the fact that orders had been taken for several carloads of various hardware, harness, etc., which had recently been destined to Western Canada points, and where trappers, in particular, required dog harness and such special lines as these which their occupation called for, and some of which is made specially to order.

ALEX. PRUDHOMME

President of A. Prudhomme et Fils, wholesale hardware, Montreal.

Third Annual Banquet of the London Retail Hardware Association

Many Fine Speeches Mark Enthusiastic Gathering in the Forest City—Work of the Organization Is Being Extended Out Through the District Also

MORE than sixty hardware merchants from the city of London, Ont., and from the district surrounding attended the third annual banquet of the London Retail Hardware Association. From the district were hardware men from Sarnia, Strathroy, Glencoe, Forest, Listowel and Thorndale. All had the best kind of a time and the program of addresses and musical numbers was received with enthusiasm.

Thomas A. Jones, of the Cowan Hardware Company, president of the London association, was in the chair and in a brief address referred to the good work there is being accomplished by the organization, not only for the merchants in the city, but throughout the district. He made special mention of the way in which London hardware merchants had led the move for early closing. He made a strong plea for close co-operation and showed that by working together the men in the trade can achieve splendid results.

Canada and the Empire

The toast to "Canada and the British Empire" was responded to by W. R. Yendall, manager of the Richards, Wilcox Canadian Company of London, Ont., and E. A. Humphries of HARDWARE AND METAL.

Mr. Yendall pointed out the place Canada has won among the nations of the world and expressed his pride at the position the Dominion is attaining in world trade. With this country's wonderful resources and backed by the spirit the people have shown, there was no reason, he said, for anyone to be doubtful about the future. In developing not only business, but the national character, he made a plea for the advancement of the highest principles, as on these were laid the foundation for Canada's whole future.

Makes Strong Link

E. A. Humphries, replying to the same toast, emphasized the fact that HARDWARE AND METAL provides a strong link between Canada and the other units of the Empire, carrying four times in the year a trade message abroad in its export numbers. This, he said, was a really important factor in helping to promote the sale of Canadian products to the other British nations.

"The City of London" was responded to by Mayor E. S. Little, who told of the steady progress the city is making, especially in a business way. He emphasized its advantages for manufacturers, its importance as a buying and shipping centre and its desirability as a city in which to reside.

Toast to Association

The toast to "Our Association" was replied to by ex-Ald. Charles W. Summers and by M. Phillips of Toronto. Mr. Summers told of the splendid service to the public which has been given by the association and as a result of its efforts. Many advantages had been gained through the active co-operation of the various hardware merchants and general good had resulted from the interchange of ideas at the regular meetings of the members. The association had done much to promote good fellowship among the members and that get-together spirit that makes for progress and better working conditions in any organization. He referred especially to the annual picnic which the members hold and the benefits of introducing times for recreation into the serious atmosphere of business.

Mr. Phillips referred to the good work accomplished by the London association and made a plea for closer co-operation among hardware merchants all over the Dominion.

The Wholesale Interests

C. A. Whitwam, vice-president of the Hobbs Hardware Company, London, Ont., and president of the Canadian Wholesale Hardware Association, and Mr. D. Griffith of the B. Greening Wire Co., Ltd., Hamilton, Ont., responded to the toast to "The Wholesale Interests."

Mr. Whitwam outlined the many changes which have occurred in prices of hardware and told of the probable trend of quotations for the coming year. He made a plea also for the maintenance of high ideals in business.

Apprehension regarding the possibility of a coming business congestion, which, if not carefully handled, might

result in a general collapse, was expressed by Mr. Griffith. He urged strongly that a united stand should be made for fixed prices and that nothing in the nature of price cutting or unfriendly rivalry should be attempted.

An Unusual Showing

Replying to this toast also, R. R. Grant of the Perfection Stove Company, spoke of the strong position occupied by the members of the London Hardware Association. His particular work, he said, was to "clear up grief and trouble," and the London district was the only one, right from coast to coast, in which he had no grievances to adjust.

The toast to "Local Manufacturers" was replied to by Charles W. McGuire, manager of the Imperial Oil Co. at London. He told of the achievements of some of London's larger business interests and paid a tribute to the support which they received.

Regret was expressed by President Jones at the absence of Mr. Adam Taylor, of the Taylor, Forbes Co., Ltd., Guelph, Ont., who is in the South recuperating after a serious illness, and also at the absence of Messrs. Geo. D. Davis, of HARDWARE AND METAL, and James Hossack, of the Lufkin Rule Co., who were detained in Toronto through illness. All have been unfailing in their encouragement and support of the London association.

Owing to illness, Thomas H. Purdom, Jr., secretary of the association, was also unable to attend.

During the evening musical numbers rendered by George A. Steer, of the Purdom Hardware Co.; Clarence E. Gilmour, and the London Harpers, were much enjoyed.

Single Men Trim Benedicts in Fast Hockey Game At Lennoxville

AN interesting game took place at the Minto rink, Lennoxville, Que., Tuesday evening, when the married employees of the J. S. Mitchell & Company, Limited, were defeated by the single men by the close score of 7 to 5.

The teams lined up as follows:

Married—Jacknife, goal; Coal, point; Crockery, cover; Condulets, centre; Buck Saw, l. wing; Scissors, r. wing; Rakes, spare.

Single—Padlock, goal; Pick, point; Shovel, cover; Razor, centre; Tacks, l. wing; Bolts, r. wing; Barb Wire, spare.

The game started at a fast pace, Razor getting through and shaving the post with a fast shot. The married men soon got into their stride and after five minutes Condulets defeated Padlock with a good shot. This improved the game and the singles set a hot pace. Pick secured the rubber, and skating the length of the ice, evened the score amid great excitement. Immediately following this Razor showed his keen edge by increasing the singles' score. The first period ended in favor of the singles, 2 to 1.

The second period opened with Razor showing his great speed and he soon made number three for his team. The married men were not to be held out and Condulets scored from close quarters. Tacks, who had not been very sharp until now, got through and scored. Coal tried hard to go up, but found Pick and Shovel always anxious for work, the second period ending 4 to 2 in favor of the singles.

The last period opened, both teams out for victory. Tacks scored for the singles, but Condulets soon added two for the married men. Tacks came back with another score, quickly followed by Pick. With one minute to play Scissors opened up and scored, the game ending 7 to 5 for the single men.

Scorers: Condulets, 5 minutes; Pick, 7 minutes; Razor, 10 minutes; Razor, 23 minutes; Condulets, 25 minutes; Tacks, 26 minutes; Tacks, 33 minutes; Condulets, 35 minutes; Condulets, 40 minutes; Tacks, 41 minutes; Pick, 43 minutes; Scissors, 44 minutes.

British Iron Exports Steadily Increasing

LONDON, Feb. 19.—Exports of iron and steel, and manufactures thereof, during January were 257,000 tons, against 169,000 for the same month last year and 437,000 tons in January, 1913. Of pig iron, the exports were 51,000 tons, against 34,000 last year and 102,000 tons in 1913. New rails exports were 7,000, against 3,000 during January, 1919, and 36,000 in 1913. Galvanized sheets, 35,000, against 2,000 in 1919 and 64,000 in 1913; tin plates, 32,000, against 19,000 in 1919 and 46,000 in 1913. Foreign coal shipments in January, 1920, 1919 and 1913 were, respectively, 3,359,000 tons, 2,350,000 tons and 6,070,000 tons.

REMOVING THE DUTY

OTTAWA. — The Canadian Trade Commission have been informed of the decision of the Greek Government to permit the importation, duty free, of farm machinery and implements.

A. T. Black, general manager of the Martin-Senour Company, Limited, Montreal, has been confined to his home for some days, owing to illness. This prevented the attendance of Mr. Black the retailers' convention held in Hamilton this week, and where he was to have delivered an address. Mr. Black hopes to be at his business again this week-end.

Plans To Build Homes At The Falls

NIAGARA FALLS, ONT.—Members of the Chamber of Commerce have committed themselves to the flotation of a company for the erection of houses in Niagara Falls. Seventeen members have pledged themselves to take blocks of stock in the new company. There was some discussion as to whether the Chamber should build houses or a factory tenement building; but it was felt that the house shortage was a more immediate problem. The company will apply for a charter, with a capital of $250,000, in shares of $50 each. The new company will be called the Niagara Falls Homes Limited. T. F. Battle was authorized to apply for a charter.

Hardware Man Elected Mayor of Quebec City

Joseph Samson has been elected as mayor of Quebec City by a majority of 1,046.

Mr. Samson is a member of the wholesale and retail firm of Samson and Filion, Joseph street, Quebec, and is also active in the work of the Quebec Builders' Exchange, and members of which were much interested in the contest held. HARDWARE AND METAL extends its congratulations to Mr. Samson on his popular selection to this office.

Western News

Mr. Charles Hoshal, of Weyburn, made his annual visit to Winnipeg this week.

Mrs. James A. Fraser and Mr. and Mrs. P. J. Kennedy, of Outlook, were visiting Winnipeg last week.

The return hockey game, played between the main warehouse and accessory warehouse of Wood-Vallance, Ltd., resulted in a win for the accessory warehouse. Score, 3 to 1.

Mr. W. A. Watt and Jack Henderson won first place in Wood-Vallance Bowling League.

K. C. Leith, of Leith & Son, Unity, Sask., was in the city for a few days on his way to New York and Montreal. He will return in about six weeks.

Among the visitors to the Winnipeg bonspiel were the following hardware men: John Van Male, of Webster & Van Male, Welwyn, Sask; Mr. Smith, of Smith & Hogarth, Crystal City, Man.; C. K. Olmstead, Minnedosa, Man.; W. T. Purdy, Kinistino, Sask.; Mr. Dowswell, of Armstrong, Smyth & Dowswell, Regina, Sask.

The Woodtite Laboratories, of Modesto, Calif., decided, at their annual meeting, held recently, to establish a branch factory in Vancouver to take care of their Canadian business. The business will be conducted under Canadian management, and with a Canadian staff. The company expect to be producing early in the summer.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

Folding Drawing Knife

The Crescent Co., Meriden, Conn., are placing on the market a new folding drawing knife, which they claim is of

Folding Drawing Knife

good quality steel and ground sharp, ready for use.

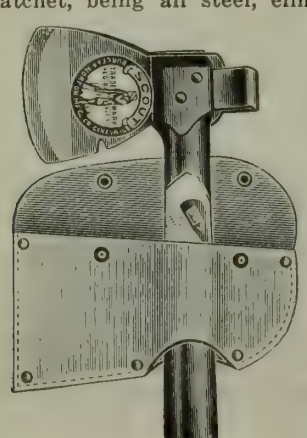
They also state that the handles of this tool may be adjusted to four angles and when closed they fold over the sharp cutting edge of the blade in such a manner as to protect the cutting edges, as well as a protection against the user being injured.

The handles are said to be held firmly by a special tapered bolt and wing nut, which, when tight, press firmly against the shank of the blade, thus eliminating play in handles when locked in positions.

Tourists' Hatchet

The Burgess-Norton Manufacturing Co., Geneva, Illinois, U.S.A., are offering to the Canadian hardware trade a new Tourists' and Campers' Hatchet or Axe, under the trade name of Bur-Nor Scout. They state this hatchet is designed for use of campers, hunters, tourists, or anyone requiring a hatchet of light weight but durable and strongly made.

The manufacturers claim that their new hatchet, being all steel, eliminates the possibilities of being destroyed by camp fires, or broken handles, and that it has strap steel head with smooth face, full blade 3¼ inches wide, made of carbon steel, oil tempered. The hollow steel handle, being heavily reinforced and riveted under heavy pressure, eliminates possibility of head or handle becoming loose.

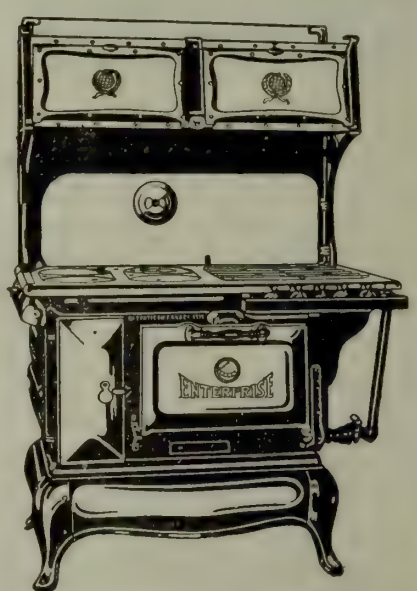


Tourist's Hatchet

It is furnished complete, with heavy leather sheath, having loops for attaching to belt. It weighs 22 pounds per dozen, is baked black enamel finish, and comes packed one-half dozen in a metal edge box.

Coal and Gas Range

The Enterprise Foundry Co., Sackville, N.B., are offering to the Canadian hardware trade a new range which goes under the name of the Enterprise Combination Coal and Gas Range. The manufacturers claim that, owing to its construction, it is efficient with either coal or gas, and that it has been built with the object of being economical on fuel, as well as being built to last a long time.



Combination Range

Another feature is said to be a new designed warming closet, the pipe going up the back. The top consists of four coal covers and four gas burners. The oven also may be heated by either coal or gas.

The stove is nicely trimmed with nickel plate and white enamel. The makers have some literature in connection with this range which anyone interested may have on application.

Thread Handle for Floor Brushes

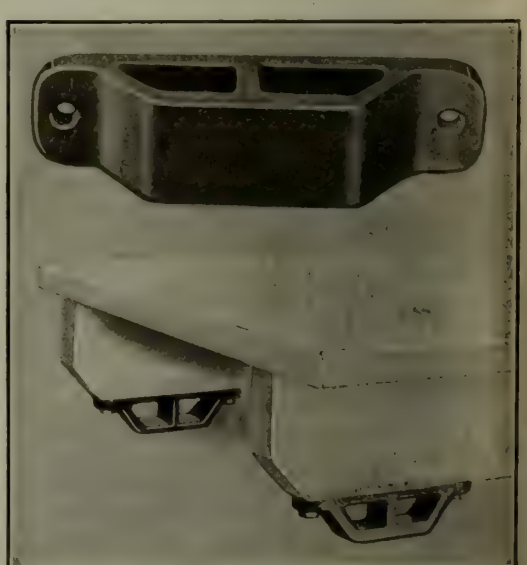
The Stevens-Hepner Company, Limited, of Port Elgin, Ontario, are placing on the market a new article in the form of a Patented Metal Thread Handle for Floor Brushes. They state that this consists of a wood handle, with holes about three-eighths inch diameter, bored about two inches deep into the end of the handle, and a narrow slot cut across the end of the handle. A metal casting, with a thread on one end and a pin about two inches long on the other end, fits into the hole in the wood handle, giving it the necessary strength, also a cross section, which fits into the slot in the handle, preventing the casting from turning. A nickel plated ferrule is then driven onto the end of the handle, holding the metal casting securely.

Skid Metal Feet

The Cowan Truck Company, Holyoke, Mass., have put on the market cast iron feet for platforms used in connection with the transveyor or elevating type of hand trucks.

The manufacturers claim that the most common form of platforms or skids are made of wood, and the feet of these skids are very liable to wear, which in time reduces the height of the platform, so that the truck will not run under them.

These metal feet are said to be designed so as to take all of this wear and prolong the life of the platform, and can be furnished ready to attach to any size of platform, being made so as to bolt on to the platform or skid.



Skid Feet

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

SHARP advances in prices continue to affect many lines of hardware. The following list includes some of the most important changes: Iron wood screws, wire nails, wood churns, eavestrough and conductor pipe, washers, rules, levels, handles, cotton twine, clothes lines and sash cord, stove pipe wire, scales, sweat pads, galvanized staples, shellac, linseed oil, auto lamps, cream freezers, sap buckets and spiles, sleigh bells, saddlery hardware, power horse-clippers, rolling pins, fly paper, sheets and plates, iron and steel bars, scrap and old rubbers.

The exchange situation continues to be an important factor for higher prices on some commodities. The slow movement of freight, caused by the shortage of cars as well as the cold weather and heavy snow storms, is causing inconvenience to many and may account for some of the shortage of raw materials and incidentally the finished products.

MONTREAL MARKETS

MONTREAL, Feb. 19—Many changes of importance to the trade are effective this week and more are to come. The premier change, probably, is that for wire and cut nails, while wire of various kinds record an important change also. Shaft splices are scarce and are being marked up 10 per cent. Automobile lamps are to cost 10 per cent. more, due to a much stiffer price for cold rolled steel, which enters so largely into their construction. Oil mops and Liquid Veneer are marked higher. Cotton twine, clothes lines of cotton, candle wick and various cotton goods are marked higher. Ice cream freezers and refrigerators are all marked higher. Sap buckets and sap spouts are marked up, too. Eavestrough is higher, as are also conductor pipe and elbows. Sheets are marked up again this week, both black and galvanized. Higher prices are effective on various sleigh bells, all lines being affected. Sash cord basis has passed the dollar mark, per pound. Stove pipe wire is higher. Saddlery hardware of various kinds is higher and the increase is about ten per cent. Power horse-clippers are to be higher. Washers and rivets have scored an advance. Baling wire, annealed, coppered and other wires are ruling on an advanced basis. Rolling pins and butter moulds are higher. Dee handles are marked higher. Tanglefoot flypaper is higher in price for 1920. Wire staples are revised to higher levels.

The undertone of the rope and cordage market is firm, due to higher prices for hemp in the States. Fuel oil is advanced to 12¾c per pound. An advance, some think, is imminent for lead products, including solder. This is due to the very strong pig lead market and which has again advanced. Old malleable scrap, stove plate and heavy machinery cast and old rubbers are the firm items in the old material list. Tin and spelter are quite firm.

In a general way there has been an exceedingly heavy business this winter and if it were not for severe tie-ups of transportation lines business would be even better. The outlook is good.

Automobile Lamps To Cost 10% More

Montreal.

AUTOMOBILE LAMPS. — Higher prices are about to apply for both head and tail automobile lamps. The manufacturers state that this increase is due to an advance in Old Rose steel and increase of the manufactured article will be about 10 per cent.

Shaft Splices Scarce; Will Cost More, Too

Montreal.

SHAFT SPLICES.—Very high prices obtained for shaft splices which are in very short supply. The shortage is due to a decided scarcity of steel for manufacturing needs.

Oil Mops Are on Advanced Basis

Montreal.

MOPS.—O-Cedar mops have been advanced in price, and the increase is $2.10 per dozen, the old price of $12.60 being superseded by one of $14.70. As yet no change is announced on the O-Cedar oil.

Higher Cotton Twine, Clothes Lines, Wick

Montreal.

COTTON TWINE, CLOTHES LINES. —Cotton twine is marked higher and the present price for three-ply in balls supplied in 5-pound bags is 90 cents per pound, and that in cone, 86 cents per pound. Cotton clothes lines are now quoted as follows: 30-foot, per dozen, $3.30; 40-foot, $4.05; 48-foot, $4.85; 60-foot, $6.10. Candle wick has also advanced at the present price of 95 cents per pound. Shade cord No. 3½ is now $2.25 per dozen; No. 4, $4.75; No. 4½, $6.50; No. 5, $18.

Cream Freezers Up; Ditto Refrigerators

Montreal.

REFRIGERATORS AND FREEZERS —An advance of 10 per cent. is announced for both refrigerators and ice cream freezers. Some of the quotations made to the trade are as follows: White Mountain ice cream freezers, one quart size, are now $4.30 each; two quarts, $4.95; three quarts, $5.95; four quarts, $7.25;

six quarts, $9.20; eight quarts, $11.90; ten quarts, $15.85; twelve quarts, $18.95. Canadian refrigerators, galvanized lined and white enamelled, are now selling as follows: No. 450, $13.50; No. 460, $15.75; No. 470, $19.35; No. 660, $21; No. 67, $25.50; No. 66A, $29; No. 67A, $32; No. 68, $36.85; No. 70, $42.50.

Sap Buckets and Spouts Marked Up

Montreal.

SAP SUPPLIES.—Prices announced for sap buckets for the season of 1920. Five quarts wine measure, are reported at $18.75 per 100, and this price applies to those made of I. C. tin and also of terne plate. The price on 5-quart imperial (I. C. tin only) is $21; 6½-quart terne and I. C., $23.50; 2-gallon imperial terne and I. C., $27. The prices of round or square cans in the 1-gallon size are quoted at $22.50 per 100. Perfection sap spouts are $22 per 1,000. Warner sap spouts are $20 by $28 per 1,000.

Eavestrough is Higher; Conductor Pipe, Elbows

Montreal.

EAVESTROUGH, PIPE.—New prices are announced on eavestrough and pipe. Half round eavestrough in 8-inch size is now $6.90 for 100 feet, plus 5 per cent.; 10 inch, $7.70; 12 inch, $9.10; 15 inch, $12.50, at plus 5 per cent. on these prices. O. G. pattern, rounded bead, is quoted as follows: 8 inch, $6.90 plus 5 per cent.; 10 inch, $7.90; 12 inch, $9.30; 15 inch, $12.70, with 5 per cent. added. Conductor pipe, 2 inch, $8; 3 inch, $9.70; 4 inch, $12.80; 5 inch, $17.50, and all plus 5 per cent. additional. Conductor pipe: elbows, 2 inch, $1.90; 3 inch, $2.20; 4 inch, $3.60; 5 inch, $9, all plus 5 per cent.

Collar Pad Increase Advances Prices 10%

Montreal.

COLLAR PADS.—Another increase in the cost of collar pads is announced, and while net prices are not available at this writing the increase is set to approximate 10 per cent.

Increased Prices On Sleigh Bells

Montreal.

SLEIGH BELLS.—Sleigh bells are advanced from 7½ to 10 per cent., and some of the prices are as follows: Chime strap, nickel, No. 1200, $3.60; No. 300, $4; brass finish, No. 1300, $3.70; No. 1400, $3.60; No. 410, $3.20. Nickel, No. 410, $3.35; No. 412, $3.50; No. 411, $4.50. Common strap, No. 83, $1.20; No. 95, $1.75; No. 093, $2.60; No. 90, $3.25; No. 032, $1.05; No. 034, $1.35; No. 450, $3.50; No. 34, $4.75; No. 176, $4.10; No. 041, 95c; No. 043, $1; No. 053. $1.45. R. S. rough finish, No. 053, $1.75; No. 060, $1.90; No. 063, $2.35; No. 047, $2.25; No. 048, $2.60; No. 049, $3. Common steel, No. 87, $1.85 per dozen; No. 8, $4.70; No. 10, $5.75. Heavy team, rough finish, No. 1, $4.20; No. 2, $5.20; No. 3, $6.25; No. 4, $8.65; No. 5, $9.95; No. 6, $13 per dozen. Polished, No. 1, $5; No. 2, $6.05; No. 3, $6.95; No. 4, $10; No. 5, $11.25; No. 6, $14.75, and the corresponding numbers in nickel finish $5.20, $6.25, $7.25, $10.40, $12.15, and $15.60.

Another Increase Put Sash Cord Over $1

Montreal.

SASH CORD.—Another advance follows closely with that of a week ago which brought sash cord near the dollar mark. Another advance is recorded this week which brings the price of all sash cord beyond the dollar figure and which makes the prices as follows: No. 8 to 12, $1.02 per pound; No. 7, $1.03; No. 6, $1.04.

Stove Pipe Wire is Moved Higher

Montreal.

STOVE PIPE WIRE.—An advance is made effective for stove pipe wire in this market, and the present price for No. 18 gauge is $9 per 100 pounds, and that for No. 19, $9.50.

Average Ten Per Cent. More on Saddlery H'dwe

Montreal.

SADDLERY HARDWARE. — New prices are being issued on McKinnon saddlery hardware which will represent advances of 7½ to 15 per cent. over old prices. The average is indicated as about 10 per cent. and will affect bits, snaps, buckles, rings, etc. Resale prices are now being figured out.

Power Horse Clippers Are to Cost More

Montreal.

HORSE CLIPPERS.—Prices are withdrawn on Stewart horse-clipping machines, and this is an indication of a new high price basis which is expected to follow within the next few days. No mention is made of the hand clippers, but these will probably also be revised upwards.

Washers and Rivets Score an Increase

Montreal.

WASHERS, RIVETS.—A change in the discount on wrought iron washers is announced this week, the present discount being 40 per cent. It will be recalled that an advance was made recently through a reduction of a discount of 45 per cent. This follows the general trend of the market on this iron product. Boiler rivets are up 25 cents per cwt.

Furniture Polish is Moved Upward

Montreal.

LIQUID VENEER.—A revision of the price list on Liquid Veneer is announced, and the new wholesale and resale prices are as follows: 4 oz., per dozen wholesale, $2.40; 12 oz., $4.80; 32 oz., $9.60; 64 oz., $1.20 each; 128 oz., $2.10 each. The resale prices on these per bottle are as follows: 4 oz., 30c; 12 oz., 60c; 32 oz., $1.20; 64 oz., $1.75; 128 oz., $3 each. The Liquid Veneer market has also been advanced in price, and it is now quoted at $14 per dozen, with a resale price of $1.75 each. The advance made for mops follows an advance for cotton goods and also for handles.

Baling and Other Wires Are Advanced

Montreal.

WIRE.—Advances are again made in wire products, iron and steel wire now carrying a base price of $5.50 per 100 pounds instead of $5.25 which was obtained for some time. Hay wire is also on a higher price basis as follows: Car lot No. 13, per 100 pounds, $5.15, less than car lots, $5.25; No. 14, $5.25 and $5.35; No. 15, $5.35 and $5.45 respectively. Bale ties are also moved higher, the 12-gauge now being priced at $6.40 per 100 pounds; No. 15-gauge at $6.50, and 14-gauge at $6.65. Cut hay wire is marked up also, the new net prices to the trade being as follows: No. 9, $6.30; No. 10, $6.40; No. 11, $6.45; No. 12, $6.55; No. 13, $6.65; No. 13½, $6.70; No. 14, $6.85: No. 15, $7; No. 16, $7.15. Single loop bale ties are quoted at: No. 12, $6.40; No. 13, $6.50; No. 13½, $6.60; No. 14, $6.65; No. 15, $6.85; No. 16, $7. Annealed hay wire in coils, No. 13, $5.25; No. 14, $5.35; No. 15, $5.45.

Barbed Wire—	80 rod reel
2 pt. x 5	$4 89
4 pt. x 6	5 30
4 pt. x 4	5 76
	Per 100 lbs.
Barbed wire (weights)	$6 15
Galvanized plain twist wire	6 65
Galvanized Coil Spring—	
No. 9	5 80
No. 12	6 95
No. 13	6 05
Galvanized plain wire—	
Nos. 0 to 8 inclusive	6 15
No. 9	5 75
No. 10	6 20
No. 11	6 25
No. 12	6 90
No. 13	6 00
No. 14	6 60
No. 15	7 05
No. 16	7 20

Another Advance Made For Rolling Pins; Molds

Montreal.

ROLLING PINS.—An advance is recorded again for rolling pins, this being the second increase within a short time. No. 1 plain are now quoted at $2.75 per dozen, while those with the enameled handles are quoted at $3 per dozen. Oblong butter moulds are marked higher and the new price on ½-oz. size being $2.20 per dozen, and that on the pound $2.75.

Advances Are Made On Nails and Staples

Montreal.

NAILS.—"Will nails go higher?" was the query suggested in last week's market report. This was suggested in the general stiffening of prices on various iron products, and there has been an advance since then, due to this cause, of

25 cents per keg, making the present basis for standard wire nails $5.50. Cut nails are now based higher, too, at $6.35 per keg. The demands are really very heavy and the supplies will be short, some expect, just as soon as the building season opens. Barbed wire staples are marked up, the price on bright, per keg, now being $5.85 per keg, or in 25 and 50 lb. boxes, $6.35, while prices respectively, on galvanized, are $6.85 and $7.35.

Dee Handles Are Revised Upward

Montreal.

HANDLES.—The price of $6.75 per dozen now obtains for various handles. Smith Bee, Bee and Regular Bee are quoted at the above price.

New Prices Higher On "Sticky" Flypaper

Montreal.

FLY PAPER.—Prices are announced on Tanglefoot fly paper for 1920 and $6.38 per gross is quoted on regular quantities with 2 per cent. off for cash or $6.25 net thirty days.

Stoves Are Firm; Wares Unchanged

Montreal.

STOVES AND WARES.—Prices are held firmly on stoves and ranges, and while there has not been, as yet, a great deal of movement, it is expected that orders will some to hand soon in larger volume. There is little likelihood of any but a firm undertone prevailing for the next few months, at least, although some expect that there will be no advance unless something unforeseen develops. There is no change yet on wares, the prices made several weeks ago still prevailing. Plates are very high and scarce, however, and the basic undertone is very strong.

Rope Materials Up Makes Undertone Firm

Montreal.

ROPE CORDAGE.—Prices are very high on hemp, and rope makers say that this has considerably firmed the undertone on manufactured rope. Binder twine makers have also been influenced by this firming on raw material, and this is suggested as a reason for the slowness in making announcement of the basis to obtain on deliveries for 1920. Base quotations on rope are: Pure manila, 30c per pound; British and Beaver manila, 26c, and sisal, 22½c.

Gasoline, Coal Oil Hold; Fuel Oil Up

Montreal.

OILS.—Prices are unchanged on coal oil, the various grades selling at 25c and 28c per gallon. Gasoline is 36c, the new price announced last week on motor grade. The price of fuel oil is advanced, the present quotation being 12¾c per gallon.

A Firm Undertone Rules Iron and Steel

Montreal.

IRON AND STEEL.—Movement of bars is steadily active, and the price undertone is strong. This is likely to rule for some time, and there may be further advances for the raw materials are not easily obtained. The demands have been heavy this winter.

IRON AND STEEL

Iron finish machinery steel		$4 60
Norway iron	13 50	15 00
Single reeled machinery steel		5 65
Spring steel		5 40
Sleigh shoe steel		4 55
Tire steel		4 75
Toe calk steel, per 100 lbs.		5 45
Band steel		4 55
Harrow tooth steel		4 70
Mining tool steel, per lb.		0 22
Black diamond tool steel, per lb.		0 22
Black diamond cast steel, per lb.		0 22
Common bar iron, per 100 lbs.		4 30
Refined iron, per 100 lbs.		5 30
Mild steel		4 55

3-16 and thinner flats in iron or steel take extra 50c per 100 lbs. over base and regular extra.

Sheet Prices Are Again Moved Higher

Montreal.

SHEETS AND PLATES.—Extreme scarcity is manifest in the plate market at the present time. Galvanized sheets are selling at various prices, but an average basis on these is higher than the quotations prevailing heretofore. For instance, 10¾-oz. are selling at $11.50 and 16-oz. at $10.25 per 100 lbs. New prices are also announced on tin plate, and some of the quotations are as follows: 20 x 28 x 56 R. C. coke are $12.10 per box, plus 7½ per cent.; charcoal, 20 x 28 x 56 R. C. are $12.60, plus 7½ per cent.; 18 x 24 x 60 Canada plate has been advanced from $8.75 to $10.50 per box, and 8 x 48 in 22 and 24-gauge is quoted at $26.25 per cwt. Tinned iron is quoted at 18c per pound for milk can sizes.

BLACK—		
10 gauge	....	7 70
12 gauge	....	7 75
14 gauge	....	7 80
16 gauge	....	8 05
18-20 gauge	8 05	8 20
22-24 gauge	8 10	8 25
26 gauge	....	8 15
28 gauge	....	9 20
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	11 30
28 gauge	....	11 00
26 gauge	....	10 75
22 and 24 gauge	....	10 35
20 gauge	....	10 25
18 gauge	....	10 25
16 gauge	....	10 25
English Standard—		
28 gauge	....	11 25
26 gauge	....	11 00
24 gauge	....	10 40
22 gauge	....	10 05
18 and 20 gauge	....	9 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Advance is Near For Various Lead Products

Montreal.

LEAD PRODUCTS.—Lead products are ruling with a very firm undertone and there is every prospect of advances being made all along the line. This is due to the scarcity and higher prices which are ruling for pig lead, and lead pipe, sheets, lead wool, traps and bends and various grades of solder are likely to figure in any changes that may be effected. The market is quite bare of supplies of pig lead, it is stated.

Lead pipe, per 100 lbs.	....	16 00
Lead waste, per 100 lbs.	....	17 00
8 in. and over, per 100 lbs.	....	18 00

Note.—Lead pipe is subject to a discount of 10%.

Lead traps and bends		List plus 10%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb	....	0 13¾
Do., 4 to 8 lbs., sq. ft.	....	0 13

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	....	0 44½
Solder, strictly, lb.	....	0 41½
Strictly, commercial, lb.	....	0 38½
Solder, wiping, lb.	....	0 37
Solder wire (8 gauge)—		
45-55	....	0 44
50-50	....	0 47
Zinc sheets, casks	....	0 17½
Do., broken lots	....	0 18
40-60	....	0 41

Malleable Scrap, Old Rubbers Up

Montreal.

OLD MATERIAL.—Prices are marked up on old rubbers, boots and shoes, and 7¾c per pound is being paid. The base price for malleable scrap is also improved, $28 per ton being paid. In a general way there is a good demand for the heavier iron scrap, melting steel, stove plate, etc., and prices are naturally ruling higher on some of these.

Dealers' Buying Prices—

Old rubbers, boots and shoes	....	0 07¾
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	0 02½	0 03
Automobile tires	....	0 03
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	....	0 08
Light copper	15 00	16 00
Heavy copper	19 00	19 25
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	28 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	....	14 00
Heavy melting steel	18 00	19 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	35 00	37 00

Lead Leads Advance Weekly Ingot Market

Montreal.

INGOT METALS.—The week's advance of importance is that for pig lead, which has advanced to $12 per cwt., a very high price. As a general thing the various ingots are ruling with a quiet movement.

COPPER.—A somewhat stronger feeling has developed, and electrolytic is selling at 24c and casting at 23½c per lb.

TIN.—A steady condition is reported, with some arrivals, but there is not a great deal of stock in hand, it is said. Price 72c per lb.

ALUMINUM.—Unchanged and quiet. Base price on average quantities, 34c.

ANTIMONY.—The price remains unchanged from last week, and 13½c is quoted on Chinese, and 15c per lb. on English.

SPELTER.—An improved demand is reported for this, and 12½c per lb. is quoted.

LEAD.—At an increased price of 12c per lb. there is a good demand for this, but the supplies are getting low, and prices, it is said, will be higher.

TORONTO MARKETS

TORONTO, Feb. 19—Many price advances continue to affect the hardware markets. Some of the most important changes are: Iron wood screws, wood churns, washers, rules, levels, etc.; axe, rake, fork and hoe handles, pike poles, eavestrough, cotton twine, sash cord, stove pipe wire, scales, sweat pads, iron and steel bars and cotton clothes lines.

The slow movement of freight, caused by the shortage of cars as well as the cold weather and many snow storms, is causing some inconvenience and may account for some of the shortage of raw material and incidentally the finished products.

The exchange situation is still a factor for higher prices. Business continues good with collections coming very favorably.

Eavestrough Conductor Pipe Advanced 5%

Toronto

EAVESTROUGH AND CONDUCTOR PIPE.—A further advance has been announced on this commodity. This is said to be a result of the unsatisfactory high exchange rate and may stay in effect till such a time as the situation recovers to more normal figures. The following are the present quotations:

PIPE (Conductor)
Plain

2 in., in 10-ft. lengths, list	8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

F.o.b. Toronto, Ottawa, Oshawa.
Add 5% to above list.

Wood Churns Show Further Advance of 5%

Toronto.

CHURNS.—New and higher prices have been announced on churns. This is said to be due to a situation which has been created in lumber, and which may make for a restriction of outputs to some extent on products made of certain woods. The new quotations are: No. 0, $9.00; No. 1, $9.00; No. 2, $10.00; No. 3, $11.00; No. 4, $15.00; No. 5, $16.00. This is subject to a discount of 2½ per cent. f.o.b. Toronto, Hamilton, Fergus, London, St. Marys, while net list is charged at Montreal, Ottawa and Kingston.

Washer Prices Have Been Marked Up 1c Lb.

Toronto

WASHERS.—An advance of approximately 5 per cent. has been announced on washers. This is said to be due to the high cost of raw material and other factors. The new discount is now quoted at 40 per cent. off the list, f.o.b. Montreal, Hamilton, London, Toronto, Halifax, allowance car load rate of freight to the following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. A freight allowance of 10c a hundred pounds to Fort William and West; terms, cash in 30 days, less 2 per cent.

Stanley Rules, Levels, Etc., Are All Quoted Higher

Toronto

RULES, LEVELS, ETC., and other lines manufactured by the Stanley Rule and Level Company have been revised upwards, practically their whole line being affected, although the discount varies.

Axe, Rake, Fork, Hoe Handles; Pike Poles Up

Toronto

HANDLES.—Higher prices have been announced on handles. The discount on ash fork, hoe, rake, shovel, and malleable D handles has been changed to read plus 10 per cent. additional to the list. Pike poles are also higher now, being quoted at list plus 20 per cent. Axe handles of nearly all kinds have also advanced.

Cotton Twine Again Moves to Higher Levels

Toronto

COTTON TWINE.—Further advances have taken place in cotton twine. The advance quotations are as follows: No. 3 ply, 5 pound bag, 95c; 3 ply, cones, 91c; 4 ply cones, 95c per pound.

Further Advances Affect Prices on Sash Cord

Toronto.

SASH CORD.—Further advance has been announced on sash cord. The Hercules is now quoted at, No. 6, $1.04 per hundred pounds; No. 7, $1.03 per hundred pounds; Nos. 8, 10 and 12, $1.02 per hundred pounds.

Iron Wood Screws Have Been Marked Up 2½%

Toronto

WOOD SCREWS.—Flat head, round head and oval head screws, as predicted in last week's issue of HARDWARE AND METAL, have advanced, the new discount being 72½ per cent. for flat head iron wood screws, and 70 per cent. off the list for round and oval head iron wood screws.

Stove Pipe Wire Has Been Revised Upwards

Toronto

STOVE PIPE WIRE.—Higher prices have been announced on stove pipe wire, No. 18 now being quoted at $9.00, No. 19 at $9.50 per hundred pounds.

Champion Scales Show Higher Price Revisions

Toronto

CHAMPION SCALES. — New and higher prices have been announced on Champion scales, which are as follows: 4 pounds, $5.70 each; 10 pounds, $7.75 each; 240 pounds, $12.15 each; 600 pounds, $30.25 each; 1,200 pounds, $37.60 each; 2,000 pounds, $53.25 each; 2,000 pounds, with drop lever, $60.60 each. These are net prices and include stamping.

Sweat Pad Prices Join the March Upwards

Toronto

SWEAT PADS.—New and higher prices have taken effect in sweat pads, the new prices being as follows: B.B., 10 inch, $10.20 per dozen; 11 inch, $10.50 per dozen; Yellow, red edge, 10 inch, $11.00 per dozen; 11 inch, $11.25 per dozen; 12 inch, $16.50 per dozen.

Wire Nails $5.70 Base; Cut Are Quoted at $6.75

Toronto

WIRE NAILS continue to hold firm at the new prices quoted last week. Wire nails are said to be very scarce, the main reason for scarcity being given that the demand at present is greater than the supply. Some report a brisk demand from the U.S.A., while they also state the Canadian demand is heavy in view of anticipated building during the coming season.

The present quotations are: Wire nails, $5.70 base, f.o.b. Hamilton, London, Toronto and Milton, with the usual advances from other points. Cut nails are quoted at $6.75 f.o.b. Toronto warehouses, or $6.35 f.o.b. Montreal.

Cotton Clothes Lines Again Revised Upwards

Toronto

COTTON CLOTHES LINES. — Notwithstanding recent advances in nearly all ropes, cords, twines, etc., made of cotton, further advances have taken place this week.

The new prices on cotton clothes lines are as follows: 40-foot, $3.70 per dozen; 48-foot, $4.45 per dozen; 60-foot, $5.55 per dozen.

Iron and Steel Bars Advance 25c per 100 Lb.

Toronto.

IRON AND STEEL BARS.—An advance of 25 cents per hundred pounds has been announced on iron and steel

bars. The iron and steel bar situation seems to be a very unsettled one. While it is the belief of many jobbers that the mills could supply fair quantities of this commodity, they state that the cold weather, heavy snow storms, and other factors have delayed the freight shipments, and have been the cause of the mills, to some extent, piling up stock in their yards while the jobbers are living more or less from hand to mouth. Although they report no acute shortage of stocks, they are wondering what the outcome will be for the coming season, as it is the customary time for jobbers to stock up their warehouses in view of the heavy increased business of the spring and summer seasons. The new quotations on iron and steel are as follows:

Common bar steel 3-16 and light.	5 50
Common bar steel, ¼ in. and heavier	5 00
Common bar iron, 3-16 in. and lighter ...	5 50
Common bar iron, ¼ in. and heavier.....	5 00
Angle base	5 25
Horseshoe iron	5 50
Tire steel	5 45
Mild steel	5 25
Norway iron	15 75
Toe caulk iron	6 20
Sleigh shoe steel	5 25
Band steel	5 25
Spring steel	12 25
Mining drill steel	30 75
Sheet cast steel	....

Scrap and Waste Materials Move Slowly

Toronto

SCRAP AND WASTE MATERIALS. —Weaker movement is noted in the demand for scrap and waste material. It is believed that this is mainly due to the reports of the influenza epidemic, which in itself is not serious but has been played up to such an extent that many are very scary and are staying home with the slightest ailments of la grippe, cold and other minor ailments. While this in itself may be a good precaution, the result is said to be felt by some firms.

However, it is believed that it is only a matter of a short time before scrap and waste material will again pick up, and a big business is looked for during the present year.

The following are the present quotations:

DEALERS' BUYING PRICES

Pipe scrap	....	11 00
No. 2 busheling	....	13 00
Stove plate, per ton	....	18 50
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	24 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes....	....	0 06
Overseas, lumbermen's rubber boots	....	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 08
Tea lead	....	0 04
Heavy lead pipe	....	0 05¾

Boiler Tubes Firm; May Soon Advance

Toronto.

BOILER TUBES are held very firmly, and an advance in future would not be surprising. Jobbers claim their stocks are depleted, and deliveries are very uncertain. This is due, it is stated, to the slow movement of freight, which is said to be causing considerable shortage of raw material at the mills, and it is said to be hard to procure skelp.

The exchange situation continues to be a big factor for higher prices in many commodities, and in some cases has been the direct cause for advances.

The present prices are held at the following quotations:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	29 50	.....
1½ inch	31 50	.....
1¾ inch	32 00	$28 00
2 inch	31 00	27 00
2¼ inch	35 00	29 00
2½ inch	43 00	33 50
3 inch	50 00	42 00
3¼ inch	.....	49 50
3½ inch	63 00	46 50
4 inch	80 00	59 00

Corrugated Sheets Firm; Flat Sheets Scarce

Toronto.

CORRUGATED SHEETS.—The situation on this commodity has practically been unchanged. Jobbers report a continuous shortage of flat sheets, and while some mills are said to have some material to ship, they state they cannot get cars to move the stock. Owing to the freight embargo, caused, it is believed, by the unsettled weather conditions, and, owing to the tight deliveries, the markets are held at a firm price.

The exchange situation continues to cause considerable inconvenience, and, unless it reaches lower levels, continued higher prices are likely to prevail. Very seasonable demand is reported, and manufacturers are looking forward to a large volume of business, providing they can get the materials to make their products out of.

The following are the present quotations:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	9 25	7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Add 5% to above list.

Lead and Zinc Products Remain Firm; Unchanged

Toronto

LEAD AND ZINC PRODUCTS.—Little change is noted in the situation of the products of lead and zinc. Last week's advance of lead pipe continues to hold at firm prices.

No further advances are immediately looked for, jobbers state the demand is fairly heavy for this season of the year, although they state that the slow movement of freight, to some extent directly and indirectly, affects these products, either in the raw material or the finished products.

The present quotations, as quoted below, still hold.

Lead pipe, list, per lb.		0 16
Lead waste pipe, list, per lb.		0 17
Do., over 8 inches, list, per lb.		0 18
Above subject to discount of 10%.		
Lead traps and bends	....	add 10%
Lead wool, lb.	....	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lbs.	....	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, guaranteed, lb.	....	0 43
Solder, strictly, lb.	....	0 40½
Solder, commercial, lb.	....	0 38
Zinc sheets,, per lb.	....	0 19
Solder, wiping, lb.	....	0 36¾
Solder, wire, lb.	....	0 44¼

Sheets and Plates Firm; Price Unchanged

Toronto

SHEETS AND PLATES continue to hold at firm prices, and are still said to be very scarce. Some jobbers claim that mills are sending in larger shipments.

The freight embargo is said to be the cause of much dissatisfaction, and affects the delivery of sheets, both directly and indirectly, causing delay of shipments of raw material to the mill down to the finished product. This is said to be due to the car shortage, although the cold weather and heavy snowstorms may have not a little to do with it.

The exchange situation is a decided factor for high prices, and few are looking for lower prices till the exchange situation reverts to a more normal basis.

The prices quoted here are nominal, and it may be found that some are charging prices at a variance to those shown below.

This, to some extent, may be expected, as warehouse stocks are practically cleaned out, and jobbers frequently have to go out to the local market to replace their stocks.

BLACK SHEETS—

14 gauge	8 00
16 gauge	8 00
18-20 gauge	7 45
22-24 gauge	7 45
26 gauge	7 60
28 gauge	7 70
3-16 inch plate	....
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—

	Premier		Apollo	
10¾ oz.	$10 00	$10 60	$9 75	$10 45
U.S. 28	9 60	10 20	9 30	9 75
U.S. 26	9 30	9 90	9 05	9 40
22 and 24	9 15	9 75	8 90	9 20
18 and 20	9 00	9 60	8 75	9 00
16	8 85	9 45	8 60	8 80
12 and 14	8 20	8 70	8 20	8 55

Stoves and Wares Firm; No Price Changes Noted

Toronto

STOVES AND WARES.—Manufacturers claim they are experiencing great difficulty in securing raw materials, which, they say, is being more aggravated by the continual blocking and tying up of transportation, due to the shortage of cars, as well as the cold weather, snowstorms, etc.

Prices are very firm, and while no change in prices has generally been announced, higher prices would not be out of line, it is stated.

Rope Prices Firm; Raw Materials Advance

Toronto.

ROPE.—Hemp continues to advance on the primary markets, and is held very firmly on the local markets. While no change is at present noted in the price of this commodity, higher prices would not be unexpected.

Ingot Metals Firm; Showing Little Activity

Toronto.

INGOT METALS.—Little movement is noted in the ingot metal markets this week. This may be due to the slow freight movement which is affecting the supply of many commodities. The exchange situation is also a factor.

The list of ingots, as shown below, are all held firmly at high prices.

ALUMINUM is quoted at 34 cents per pound.

COPPER.—The present price of copper is quoted at 25 cents per pound. The price is firmly held, although the movement is slow.

LEAD.—Prices on lead show no change, the quotations continuing at 10½ cents per pound.

ANTIMONY.—Prices are held firmly, although no change has been noted. The present quotation is 12 cents per pound.

TIN.—The market on tin continues to be quiet. The present price of 73 cents per pound is holding firm, although stocks are reported low. The high rate of exchange may account for some of the inactivity.

SPELTER remains at 12 cents per pound, showing no change in price, with a limited demand offering.

LONDON MARKETS

LONDON, Feb. 19—Many important advances in prices have occurred this week in many popular hardware lines. Among the most important changes are the following: Wood screws, wire nails, lamp wick, sash cord, linseed oil, shellac, Liquid Veneer, O and A wire, galvanized fence staples, wrought nipples and sash cord.

Rope continues to hold at firm prices. Spring and summer commodities are beginning to show a good movement. Merchants generally are getting ready for spring trade.

The exchange situation shows little improvement and is the cause for some of the high prices, it is stated. Business is seasonably good and collections are coming in very satisfactorily.

Wood Screw Prices Reach Higher Levels

London, Ont.

WOOD SCREWS.—A sharp advance has been made in the price of iron wood screws. This is said to be due to the scarcity, the demand being greater than the supply, it is stated. The new quotations are as follows: Flat head iron wood screws, discount 72½ per cent. off the standard list. Oval and round head iron wood screws, 70 per cent. discount off the standard list.

Lamp Wick Also Shows Higher Prices

London, Ont.

LAMP WICK like many other commodities whose basic material is cotton has been advanced. This is considered a high price, although no one at present is predicting anything lower, at least for the present. The following are the new prices: No. 0, 95c per roll; No. A, $1.20 per roll; No. B, $1.70 per roll; No. D, $2.70 per roll.

Wire Nails Have Been Marked Up; Still Scarce

London, Ont.

WIRE NAILS.—Higher prices on nails have been put into effect. This has been intimated previously in these columns. Manufacturers state that supplies are very limited and that the demand is greater than the supply. It is believed many are stocking more heavily this year than last in view of the anticipated large amount of building prospects. There is also said to be a large volume of this commodity being exported. The new quotations are wire nails, $5.45 base; cut nails, $6.75 base f.o.b. London.

Manila Rope Firm; Higher Prices Expected

London, Ont.

ROPE.—Notwithstanding the advancing condition of the raw material market, rope continues to sell at unchanged prices. However, it is hard to say just how long this will continue. Business is reported very good for this season of the year, and a good demand is expected during the coming season. The following prices are firmly held as follows:

Pure manila, 31c lb. base; Beaver manila, 26c; New Zealand hemp, 26c; sisal, 22½c.

Sash Cord Again Takes a Jump

London, Ont.

SASH CORD.—Further advances are again current on sash cord. This is said to be due to the increased cost of raw material, labor and other factors. The exchange situation is said to have not a little to do with the advanced price. The following is the latest quotation: No. 6, $1.04 per lb.; No. 7, $1.03 per lb.; Nos. 8, 9, 10, 12, $1.02 per lb.

Poultry Netting Moving Briskly; Price Unchanged

London, Ont.

POULTRY NETTING.—The demand for poultry netting is seasonably heavy. Many are receiving their booked orders and are preparing for an anticipated heavy demand. The present quotations are as follows: Regular mesh, 1 in., add 5 per cent. to list; 2 in., net list. Lay flat mesh. 1 in., add 5 per cent. to list; 2 in., add 5 per cent. to list.

Wrought Nipples Have New Price

London, Ont.

WROUGHT NIPPLES.—Higher prices have been put into effect on this commodity. This is said to be in harmony with recent advaances in kindred lines. The new price is: 4 in. and smaller, 60 per cent. off list.

Lawn Mowers Are Moving Well

London, Ont.

LAWN MOWERS.—The demand continues for this line and a fair buying movement is noted. The present high price is held firmly. The quotations on the Daisy, Star, Woodyatt, Empress, Mayflower, and Ontario, is 25 per cent. off the list.

Galvanized Fence Staples Advance; Now $6.85

London, Ont.

FENCE STAPLES.—Galvanized fence staples in harmony with kindred lines have been marked up to higher figures. The new prices are: Kegs, $6.85 per 100 pounds; 25-lb. boxes, $7.35 per 100 pounds.

Black Screen Wire Cloth Quoted at $3.60 Square

London, Ont.

SCREEN WIRE CLOTH is showing good movement for spring bookings. The black painted is quoted at $3.60 per 100 sq. ft.

O and A Wire Up 25c New Base Quoted $5.50

London, Ont.

O. AND A. WIRE.—New and higher prices have been announced on O. and A. wire, and are an approximate advance of 25 cents per 100 pounds. The new price is $5.50 per 100 lbs. base. The No. 11 is $5.72 per 100 lbs. net, while the No. 12 is $5 80 per 100 lbs. net.

Harvest Tools Firm; Quotations 12½ Off List

London, Ont.

HARVEST TOOLS are beginning to

show good movement for the spring and summer business. The present quotations are firm at 12½ per cent. off the standard list.

Liquid Veneer Prices Have Upward Revision

London, Ont.

LIQUID VENEER.—An advance of approximately 20 per cent. has been announced on Liquid Veneer. Some of the new prices are as follows: 4 oz., $2.40 per doz.; 12 oz., $4.80; 32 oz., $9.60.

Spades, Shovels, Scoops Showing Good Demand

London, Ont.

SPADES AND SHOVELS.—A good demand for this line of tools is now the order, and spring and summer shipments are moving out freely. The present quotation remains firm at 45 per cent. off the list.

Shellac, White and Orange, Reaches Higher Figures

London, Ont.

SHELLAC.—Prices have again been marked up. This is attributed to the ever-increasing price of shellac gums, also the scarcity of procuring. Formerly it was customary for importers to carry considerable stock of this commodity. However, owing to the difficulty of procuring, also the exchange situation and many other factors, importers are buying more from hand to mouth, and in many cases are only accepting orders at booked datings, it is stated. The following are the present quotations:

	Orange	White
	Per gal.	
1 gals.	9 30	10 05
½ gals.	9 40	10 15
¼ gals.	9 60	10 35
	Per Doz.	
Pints	15 50	16 20
½ pints	8 20	8 55
¼ pints	4 50	4 70
⅛ pints	2 65	2 75

Turpentine Quotations Firm; Present Price Holds

London, Ont.

TURPENTINE continues to hold at a firm price. Present indications point to high prices for some time to come. Some have it that it may not be much cheaper till the receipts of the new crop commence to arrive. The present unsatisfactory condition of the exchange rate is said to be a big factor for higher prices on turpentine. The following are the present quotations:

		Per Imp. Gal.
1 barrel lots	....	3 25
2 to 4 barrel lots	....	3 24
5 gal. lots	....	3 40

Linseed Oil Prices Have Advanced 13c

London, Ont.

LINSEED OIL continues to advance to higher prices, and present quotations are of a firm nature. The new price is 13 cents per gallon higher. It is hard to say just what developments the present situation will show. The present price is generally conceded a high one. However, it is said to be in line with flaxseed, which after all is the governing factor. The following are the new advanced prices:

	Per gal. Raw	Boiled
1 to 2 barrels	2 70	2 73
3 to 5 barrels	2 69	2 72
6 to 9 barrels	2 67	2 70

Less bbls. add 15 cents gal.

Window and Plate Glass Scarce; Price Unchanged

London, Ont.

GLASS.—Window glass is still reported scarce. Jobbers state that only small shipments are coming and indications are that a shortage may prevail as was at one time predicted. Plate glass is said to be very scarce. In many cases large sheets have to be cut in order to fill orders, it is stated. The following are the present discounts on window glass. Single diamond, 15 per cent. off list; double diamond, 15 per cent. off list; cut lights, 40 per cent. off list.

White Lead Firm; Remains Unchanged

London, Ont.

WHITE LEAD.—Prices are very firm, although no further price changes have taken place. Business continues seasonably good and booked orders are said to be very heavy. The present quotations are: Pure, in ton lots, $18.45 per 100 lbs.; less than tons, $18.80 per 100 lbs. Elephant, $18.95 and $19.30 respectively.

Putty Prices Unchanged; Raw Material Scarce

London, Ont.

PUTTY.—Prices remain unchanged although the prices are firmly held. The demand, although seasonably good, has fallen off to some extent. The prices being quoted are as follows:

		Per 100 lbs.
Standard, 100 lb. drums	....	7 30
Do., 25-lb. drums	....	7 55
Pure, 100-lb. drums	....	9 80
Do., 25-lb. drums	....	10 05

WINNIPEG MARKETS

WINNIPEG, Feb. 19—Important changes appear for the week, as a result of an active and steadily advancing market. All new prices without exception show advances on previous lists and in some cases the advance is of heavy character. Chief among the lines affected are: Black and galvanized wrought iron pipe, tin plates, Canada plates, steel, bar iron, wire nails, game traps, Climax welding compound, boiler tubes, thermos bottles and shovel handles. The present serious shortage is, it is believed, responsible for these new advances and unless relief soon appears to improve the present situation, further and heavier advances may be expected, it is stated. Business generally continues good throughout the West, with a heavier showing in the demand in these lines is said to be due to dealers preparing for the for sporting goods and auto accessories. This special activity Spring trade, which it is expected will be of a heavy and satisfactory nature.

Wrought Iron Pipe Higher 6% Advance on Old List

Winnipeg.

WROUGHT IRON PIPE.—Black and galvanized shows a further increase to the extent of 6 per cent. on old lists. Although this new advance is not necessarily of a heavy character, it shows clearly the general trend of this market, and it is expected further advances may be looked for, unless better conditions prevail in the metal markets. The new prices ruling are:

Wrought Pipe (Black)—⅛-in., $5.94; ¼-in., $5.86; ⅜-in., $5.45; ½-in., $7.29; ¾-in., $9.18; 1-in., $13.59; 1¼-in., $18.41; 1½-in., $22.01; 2-in., $29.61; 2½-in., $48.02; 3-in., $62.78; 3½-in., $79.70; 4-in., $94.41; 4½-in., $109.98; 5-in., $128.43; 6-in., $166.32 per 100 feet.

Wrought Pipe (Galvanized)—⅛-in., $8.24; ¼-in., $7.65; ⅜-in., $7.79; ½-in., $8.96; ¾-in., $11.48; 1-in., $17.01; 1¼-in., $23.00; 1½-in., $2750; 2-in., $37.04; 2½-in., $60.03; 3-in., $78.48; 3½-in., $98.60; 4-in., $116.82; 4½-in., $136.04; 5-in., $160.34; 6-in., $207.90 per 100 feet.

Tin and Canada Plates Show an 8% Advance

Winnipeg.

TIN AND CANADA PLATES show further activity to the extent of an advance of 8 per cent. on old prices. This new increase may be considered of a rather high character owing to the many advances occurring on this line in the past that has as a whole advanced plates considerably. The latest increase, it is said, is due to the present existing shortage, and little surprise will be evinced if further advances occur in the near future, as manufacturers claim they cannot nearly satisfy the present demand. The ruling prices are as follows:

Tin Plates—IC full boxes, 20x28, $26.25; 20x33, $32.50. IC, half-boxes, 20x28, $13.75; 20x33, $16.75. IX, full boxes, 20x28, $29.50; 20x33, $36.50; IX, half-boxes, 20x28, $15.25; 20x33, $18.75.

Canada Plates—Ordinary, 18x21, $10.25; 18x24, $10.25; 20x28, $10.50 per box. Special Blued—18x21, $10.25; 18x24, $10.25; 20x28, $10.50 per box.

Bar Iron and Steel 5% Over Old Prices

Winnipeg.

BAR IRON AND STEEL are again on the jump with a new showing of a 5 per cent. increase on previous lists. The new prices have created little comment, if

any, as further advances have been anticipated at almost any time, for with the present shortage, now coupled with the increased exchange rates, further advance was inevitable, it is stated. Little can be said as to future conditions regarding these lines except that every indication points to further advances. The latest quotations are: Steel, soft and mild, round and square, ⅜ in. to 2 in., $5.75 base; over 2 in. to 3 in., $6 base; over 3 in. to 6 in., $6.25 base; 3-16 in., ¼ in., and 5-16 in., $6.25 base. Band steel, $5.75 base. Bar iron, round and square, ⅜ in. to 2 in., $5.25 base; over 2 in. to 3 in., $6 base; round, over 3 in. to 6 in., $6.25 base; round and square, 3-16 in., ¼ in. and 5-16 in., $6.25 base.

Wire Nail Prices Jump; Scarce; Cut Nails Firm

Winnipeg.

WIRE NAILS show further advance. This latest change can be solely attributed to the present very unsettled state of the market. The present demand greatly exceeds the supply and this state of affairs is said to be steadily increasing, and a noticeable shortage may be the result. Cut nails remain the same at present, but further revision, it is said, is expected at any time. Wire nails, f.o.b. Fort William, $5.75; Winnipeg, $6.25. Cut wire nails, f.o.b. Winnipeg, $7.40.

Game Traps Higher; 25% Increase Over Old Lists

Winnipeg.

GAME TRAPS.—A heavy change affecting game traps has been put into effect. The new prices now ruling show a 25 per cent. rise on previous lists, with possibilities of further advance, unless great change occurs in conditions at present ruling the metal markets. Scarcity of material and heavy demand for this class of goods is one of the chief causes of this latest change, it is claimed. Another factor responsible for this, there is no doubt, is the present condition of the steel market, this of course being the chief cause of the shortage of material. The latest prices are as follows: Victor game traps, Nos. 0, $2.30; 1, $2.65; 1½, $3.95; 2, $5.60; 3, $8.65 per dozen. Hawley and Norton Nos. 1, $4.75; 1½, $7.15; 2, $10; 3, $13.35; 4, $15.75 per dozen. Newhouse, Nos. 1, $6.35; 1½, $9.60; 2, $14.25; 2½, $22.35; 3, $18.90; 4, $22.35 per dozen. Oneida Jump, Nos. 1, $6.30; 1½, $7.35; 2, $8.75; 3, $12 per dozen.

Thermos Vacuum Bottles Show a 20% Increase

Winnipeg.

THERMOS BOTTLES come to the fore with a showing of 20 per cent. increase. This line has shown decided firmness for some time. The present advance was to some extent not unexpected owing to the present conditions of the tin and glass markets. Difficulty in securing raw material is at present confronting the manufacturers and is the chief cause of the new increase, it is said. The new prices are as follows: Thermos bottles, No. 14, $2.45; No. 14Q, $3.75; No. 11, $2.05; No. 11Q, $3.35; No. 15, $3.35; No. 15Q, $4.70; No. 6, $3.75; No. 6Q, $5 each.

Shovel Handles Higher By 50c on Dozen Lots

Winnipeg.

HANDLES.—Following the recent advance on shovels and spades, shovels show a further advance of 50 cents on dozen lots. This new increase to some extent evinces little surprise as the present lumber markets are of an unsettled nature and great shortage prevails. The latest prices are: Handles, D shovel, regular pattern, $7, patented pattern, $7 per dozen; D spade, regular pattern, $7, straight pattern, $7 per dozen; D scoop, for strapped scoops, $7; for socket scoops, $7 per dozen.

Climax Welding Compound Prices Up 3c

Winnipeg.

CLIMAX WELDING COMPOUND.—No change of note has occurred in this class of goods for some time, and the market has been generally firm and reliable. The week's changes, however, show activities in this line to the extent of a 3 cent per pound rise. To-day's prices are: Climax welding compound, 1 pound, 22½c; 5 pound, 14½c; 10 pound, 14½c per pound.

Boiler Tube Prices Show a 20% Increase

Winnipeg.

BOILER TUBES.—Following the new increases on pipe, boiler tubes also show heavy advance on old list to the extent of 20 per cent. The recent general changes embracing this class of goods makes this new change in line with kindred commodities, and further changes that appear in the iron and steel markets, it may be found, will influence these lines accordingly, it is stated. A firm market shows at present, it is stated, but how long the new prices will hold, it is hard to surmise. The latest quotations are as follows: Boiler tubes, size 1½ in., 32c; 2 in., 32c; 2¼ in., 34c; 2½ in., 40c; 3 in., 50c; 4 in., 72c per foot.

PITTSBURGH MARKETS

PITTSBURGH, Feb. 18.—The situation in the steel market as a whole remains as it was. There are some stabilizing influences, but there is in substance a runaway, as was apparent in the reports of a week ago. The United States Steel Corporation has no direct following in its adherence to March 21 steel prices, but two large independents are with it in theory to the extent that they are holding their products at prices substantially equal to the prices ruling before the March 21 reductions. All other sellers seem anxious to secure the highest steel prices obtainable.

Steel Ingot Production

According to the monthly report of the American Iron and Steel Institute, the production of steel ingots in January, 1920, by thirty companies which made about 84.03 per cent. of the total steel ingot production in 1918 amounted to 2,966,662 gross tons, as compared with 3,107,778 tons in January, 1919, a decrease of 141,116 tons. By processes the output in the two months was as follows: Open-hearth, 2,351,153 gross tons in January, 1919, and 2,241,318 gross tons in January, 1920; Bessemer, 749,346 gross tons in January, 1919, and 714,657 gross tons in January, 1920; all other, 7,279 gross tons in January, 1919, and 10,687 gross tons in January, 1920.

Surprise in Pig Iron Production

Much surprise has been expressed by the reports showing that pig iron production increased nearly 15 per cent. from December to January. Coke shortage and disorganized traffic conditions on the railroads had been the source of much complaint, so that the belief of a loss in production seemed to be well established. While the 15 per cent. increase was not expected, nevertheless it wasn't satisfactory, and much more than that is needed. Accumulations of finished steel are seen at many of the steel plants awaiting shipment and held back by reason of insufficient car supply. Some of these plants report accumulations of 50,000 to 75,000 tons, and it is safe to say that in the Central West there is more than half a million tons of material at plants awaiting shipment. This does not mean that the railroads are functioning less than formerly, but it looks as if they are unable to increase their service with anything like the rapidity desired by the iron and steel industry.

U. S. Steel Unfilled Obligations

This week the report of the United States Steel Corporation showed that its unfilled obligations had increased during January by 1,020,075 tons, this increase being about 10 per cent. less than the December increase, but on account of shipments having been heavier in January, say 84 per cent. of capacity against about 73 per cent. in December, the actual bookings were somewhat larger in the latter month. The actual bookings in January involved, in many cases, orders that were doubtless booked in November or December, but were held back pending a careful scrutiny of the customer's record, for much more tonnage is offered the corporation than it can accept.

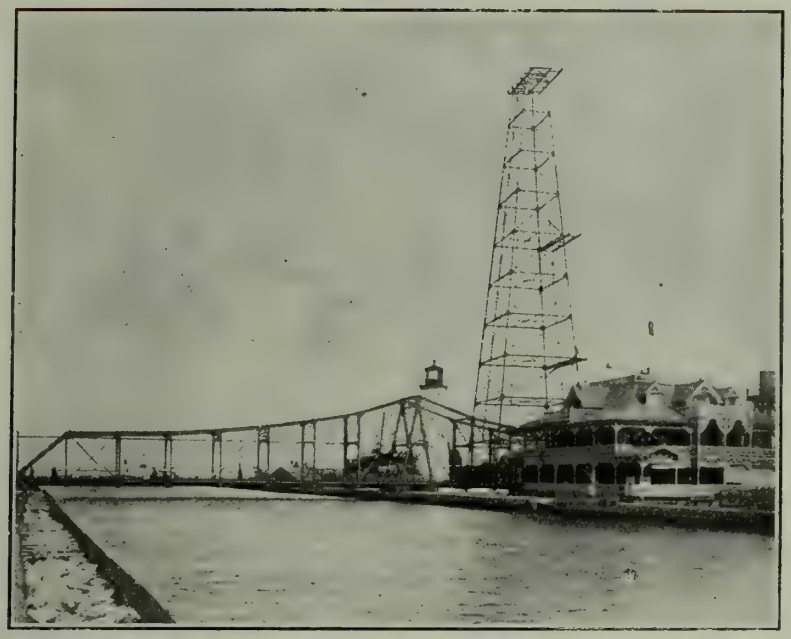
Export Tin Plate Business

It is stated here that about $9.50 is the highest that has been done on any regular overseas export tin plate business, and if that is really the case it would indicate that sellers have not exacted the very highest prices possible, as with the Welsh market up to 70 shillings there is little doubt that somewhat

Continued on page 131

Canada's Birmingham

Ontario's Convention City



Showing Entrance to Hamilton Bay

Harbor Scene Looking Toward the Lake

Hamilton

Hamilton's Future Harbor

THE splendid and steady growth which the city of Hamilton has made, and the prominent place it now occupies among the leading manufacturing centres of the Dominion are principally due to two things. One is the enterprise and co-operation among its citizens and business men and the other is the many natural advantages it possesses.

By working together for the advancement of their city, Hamilton captains of industry have demonstrated just what splendid results are to be obtained by those who will co-operate and are possessed of initiative. Some of the richest industrial prizes, in the shape of mammoth industries, have been secured because Hamilton business men, individually and collectively spared no effort to secure them.

PLANNING BIG THINGS

Having accomplished results they were not content to sit back and rest contented. Action and still more action is behind the story of Hamilton progress. It is true that one factory very often brings another and that the city has benefited in this way,

—a $20,000,000 Development

Plans Now Under Way by Engineers to Make Hamilton One of the Finest Inland Ports of North America

but Hamilon's industrial position to-day, the fact that it is the Birmingham of Canada, the centre of many of the most important plants of their kind in the country, has been due to its wide awake policy. It never stops.

SHIPPING FACILITIES

For instance, it is a fine thing to land big factories, but huge plants without proper terminal and railway facilities will be badly handicapped in shipping. This is fully realized in Hamilton. There have been big developments, but at the present time the biggest thing the city has ever planned is under way. It is no less than the expenditure of $20,000,000 on harbor work.

The city has one of the finest natural harbors to be found on the great Lakes. When the work that is now planned is finished the city will have slips, and docks that will accommodate ships having a draught of thirty feet, and 889 acres of reclaimed land that are to be used for industrial purposes. A general idea of the comprehensive work to be undertaken may be gained from the illustration on the opposite page.

MILES OF DOCKS

The docks will extend for 6.26 miles, having slips 600 feet in length and 200 feet wide. These are to be connected with railway tracks and distributing yards and every facility provided for the convenience of shippers.

The plans also call for new park sections in this area and for almost seventeen miles of boulevard drive circling the waterfront.

This is a big project, but Hamilton citizens are used to doing things in a big way and seeing them through.

A BUSY CENTRE

The city is one of the busiest centres in the Dominion and each year sees a substantial increase in its output. One of its very latest acquisitions is the Canadian branch of the Firestone Tire Company which will employ more than 5,000 hands.

The production of iron and steel goods and allied lines has become one of the city's most important features. On all sides are to be found "the smoking chimneys" that tell of great activity in these lines and every season sees new ones added and more factories humming.

A RADIAL CENTRE

In addition to its many factories, Hamilton is the centre from which many radial railways go out into the rich farming territory all about the city. These lines bring buyers in thousands to the stores of Hamilton merchants and it has been said that few retailers have more up-to-date stores and show windows than are to be found in Hamilton's downtown section.

HAS MORE THAN 450 INDUSTRIES

Just what a centre Hamilton is from a factory standpoint may be gathered from the fact that the city now has more than 450 varied industries, some of them the largest of their kind in the Dominion. These give employment to more than 30,000 workers, many of them highly skilled.

A very large percentage of these workers own their own homes, and from a residential standpoint, Hamilton has a very large large number of most attractive dwellings, and many miles of well-kept and well-laid out streets.

EDUCATIONAL FACILITIES

Hamilton's educational facilities have kept pace with the wonderful growth of the city. There are among others twenty-five public schools, thirteen Roman Catholic separate schools, ten private schools and business colleges, besides a Collegiate Institute, two technical schools and one of the largest Normal schools in the Province.

POWER IS CHEAP

Cheap electrical power is of supreme importanec from a manufacturing standpoint and Hamilton claims to have the cheapest supply in the world, and also the cheapest lighting rates.

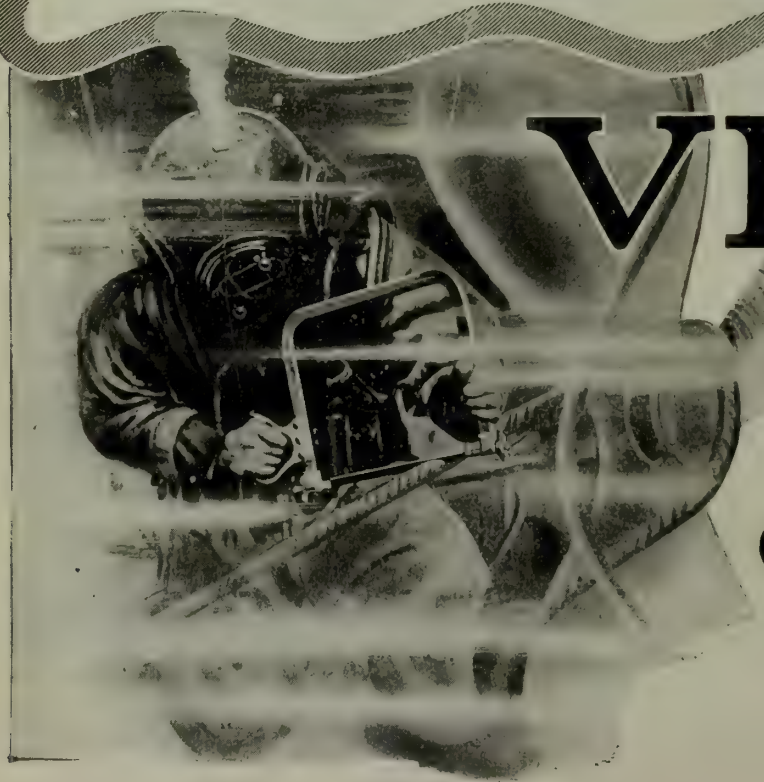
Where Every BLADE COUNTS

VICTOR FLEXIBLES are the choice of the man who knows the value of a blade that will stay in the game.

All-hard blades are liable to break—they must be replaced—they cost time, money and trouble.

VICTOR FLEXIBLES cannot be broken in reasonable use. Their tough back and highly tempered teeth resist breakage—save high wage time—save blades.

GET A BOX AND TRY'EM



VICTOR Flexibles

VICTOR HACK SAWS

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA

MADE-IN-HAMILTON HARDWARE

THE TRIPLEX JEWEL

Combination Range

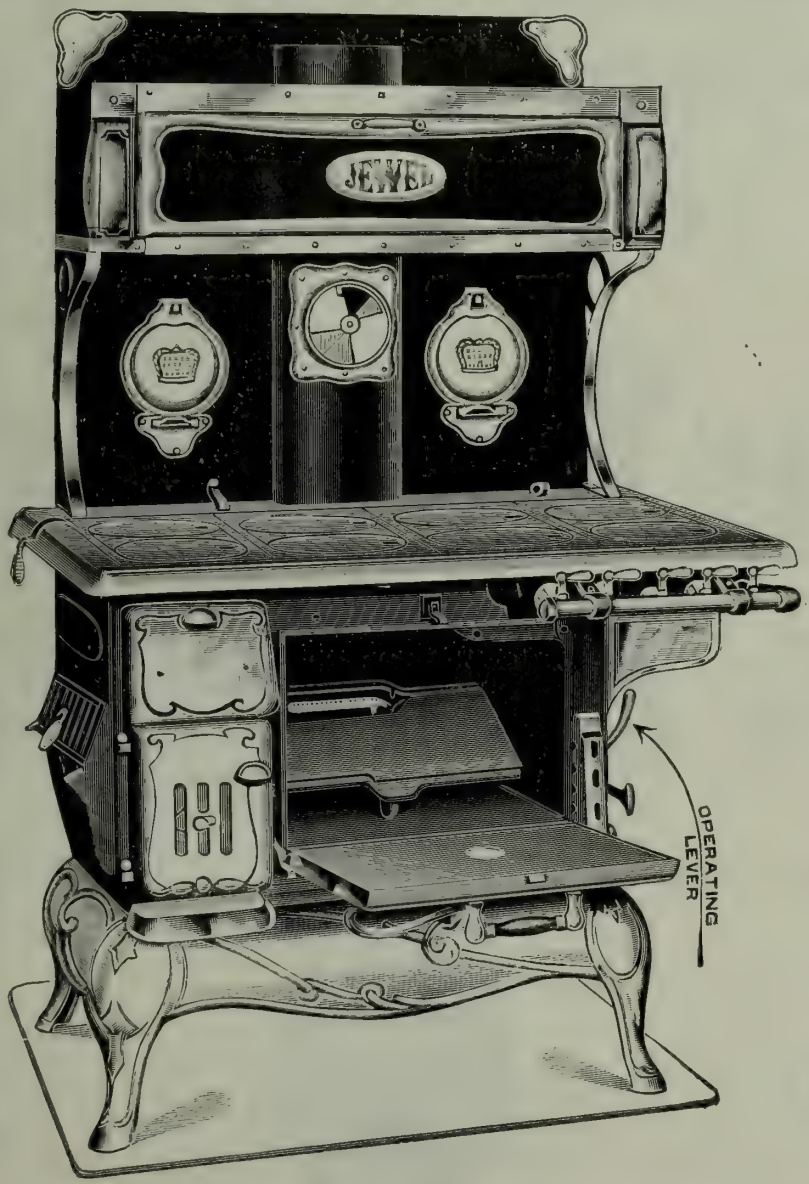
Burns Hard or Soft Coal or Wood. Natural or Manufactured Gas.

You will no doubt attend the Hardware Convention at Hamilton to be held February 17 to 21 which promises to be

"The Best Ever"

You cannot afford to miss it.

Our Exhibit No. 41.



The larger convention hall where exhibition is to be held this year affords the manufacturer an opportunity of giving you excellent service.

We hope to see you present.

The Triplex Jewel is now in use in more than 500 Homes.

ALL Satisfied—Enough Said.

See it at the Exhibition, February 17-21

The Burrow, Stewart & Milne Co., Limited

Hamilton, Ontario

MADE-IN-HAMILTON HARDWARE

This Simple Demonstration Makes Them a "Cinch" to Sell—

Rural Homes Prospects for Many Each

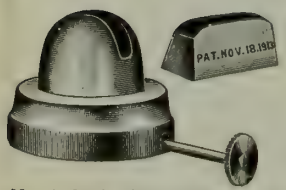
Here is a burner that makes the sales. It gives 25% to 50% more light—and a better, whiter light. You have only to burn a "Correct" Burner alongside of the old-time burner to close the sales with certainty.

Old Style Burner — Compare the flame with that on the right.

Photo Reproduction Illustrating Flame of B or No. 2 "Correct" Lamp Burner.

No one that uses a kerosene lamp can resist them—you will use it yourself, if you have a lamp or lantern. People with rural homes take half a dozen or more for the house. There's a good profit—even on single sales.

25% to 50% More Light Than Other Burners.



No. 2 Cold Blast Correct Lamp Burner.

A and B Size "Correct" Lamp Burner

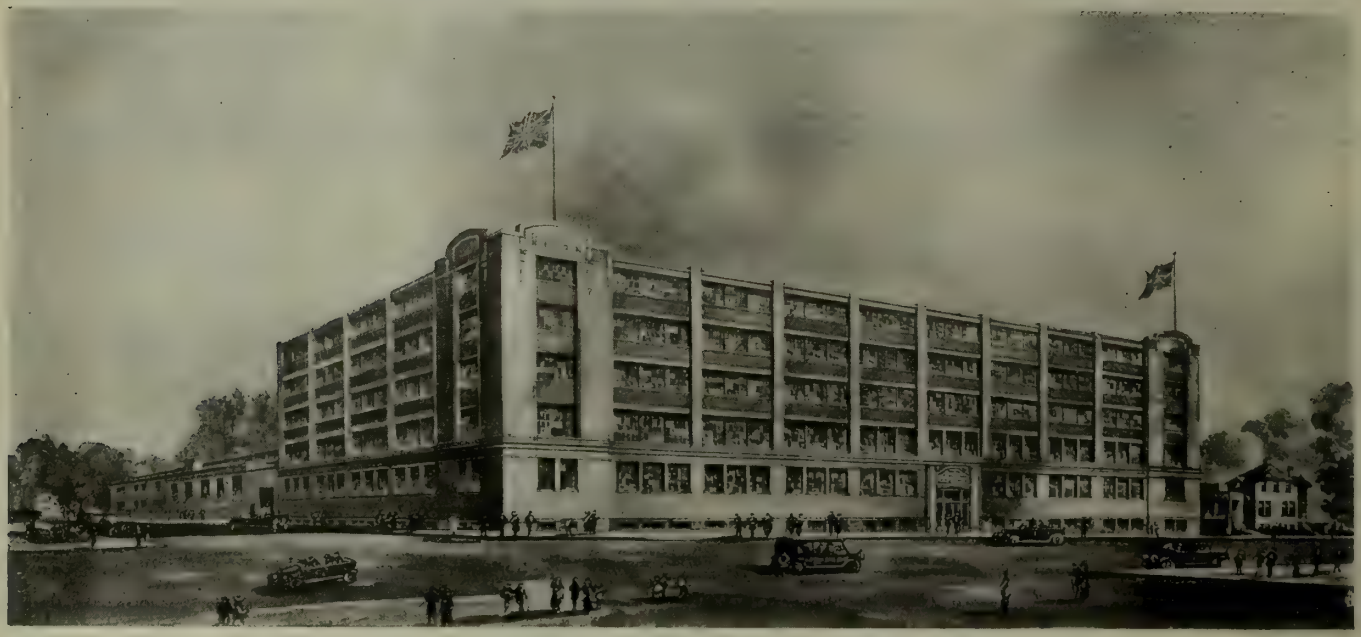
The Schultz Manufacturing Company, Limited
HAMILTON, CANADA

Give Us Your Wholesaler's Name and We Will Send You a Sample

MADE-IN-HAMILTON HARDWARE

Brooms
Wrapping Paper
Twines

WALTER WOODS & CO.
HAMILTON AND WINNIPEG



New Warehouse of Wood, Alexander & James, Hamilton, Ont.

Wood, Alexander & James

Hamilton, Ont.

with **Western Connections** at

Winnipeg, Man., Regina, Sask., Calgary, Alta., Vancouver, B.C., Nelson, B.C.

Wholesale Hardware Merchants

Iron and Steel—Mining, Mill and Lumbermen's Supplies

Cutlery and Silverware
Automobile Supplies

Guns, Rifles and Ammunition
Garage Equipment

New Warehouse of Wood, Vallance, Ltd., Regina, Sask.

Wood, Vallance, Limited, Winnipeg, Man.

Wood, Vallance & Adams, Limited
Calgary, Alta.

Wood, Vallance Hardware Co., Limited
Nelson, B. C.

Wood, Vallance, Limited, Vancouver, B. C.

Dixon Safetee Lamp

One Style Lights with Alcohol Torch

One Style Lights with Ordinary Matches

—the Lamp for Rural Canada

The Dixon Safetee Lamp is a guaranteed self-operating gasoline lamp. Absolutely safe under all conditions. Made in both styles—to be lighted with torch or with ordinary matches. The Dixon Safetee Lamp has a great rural sale, as it makes a good substitute for gas or electric light.

There is good profit for the country hardware man in handling this lamp.

Write for particulars.

The Hamilton Incandescent Mantle for gas and gasoline has proven to be the most satisfactory mantle on the market—has a big sale. This is a money-maker and should interest you.

Write to our nearest distributor.

The following wholesalers sell Hamilton Gas Mantles:

HAMILTON GAS MANTLES

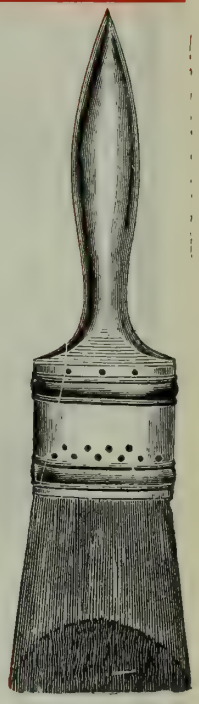
Walter Woods & Co., Hamilton, Ont.
Wood, Alexander & James, Hamilton, Ont.
W. H. Gillard Co., Hamilton, Ont.
Lumsden Bros., Hamilton, Ont.
Macpherson, Glassco Co., Hamilton, Ont.
Geo. E. Bristol Co., Hamilton, Ont.
H. S. Howland & Sons, Toronto, Ont.
James Wilkins Co., Toronto, Ont.
Thomas Wilkins Co., Toronto, Ont.
G. Norman Clark Co., Montreal, Que.
Brace, McKay & Co., Summerside, P.E.I.
Stedman Bros., Brantford, Ont.
Hobbs Hardware Co., London, Ont.
Walter Woods & Co., Winnipeg, Man.
Miller-Morse Hardware Co., Winnipeg, Man.
Wood, Vallance, Ltd. Winnipeg, Man.
Merrick Anderson Co., Ltd., Winnipeg, Man.
Marshall Wells Hdwe. Co., Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Canadian Lighting Co., Edmonton, Alta.
Marshall Wells Hdwe. Co., Ltd., Edmonton, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon, Sask.
Western Lighting Agencies, Ltd. Saskatoon, Sask.
Morrison, Blackwood & Co., Moose Jaw, Sask.
The Albert Lea Gas Light Co., Moose Jaw, Sask.

The HAMILTON GAS MANTLE COMPANY, Limited

Toronto Hamilton, Canada Montreal

MADE-IN-HAMILTON HARDWARE

Meakins Brushes



Spring 1920!

Order for a Record Breaker

There is no longer any doubt about the prospects for the greatest building season in years. Spring painting this year will have a new and greater significance. Canada has issued Building Permits for over $60,000,000 worth of work—practically all will be painted—so wise dealers will stock Meakins Brushes and make this new trade permanent.

Meakins Brushes Satisfy in Every Particular

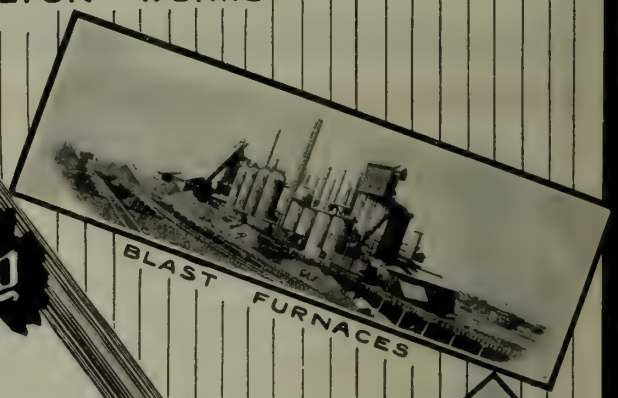
Meakins & Sons, Limited

Hamilton, Ontario, Canada

Warehouses: Winnipeg London Toronto Montreal

GENERAL VIEW HAMILTON WORKS
HAMILTON

BY-PRODUCT COKE OVENS



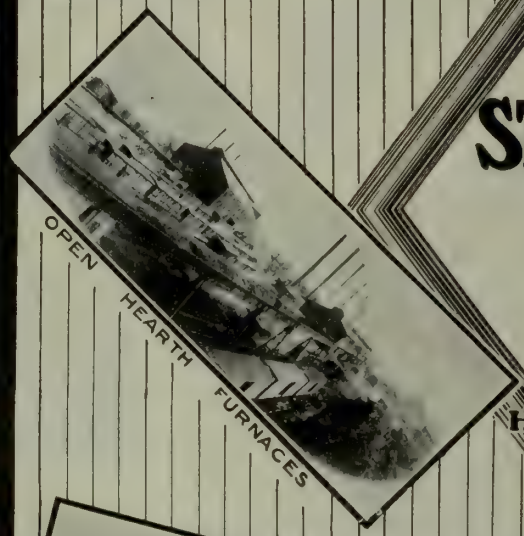
BLAST FURNACES

Quality

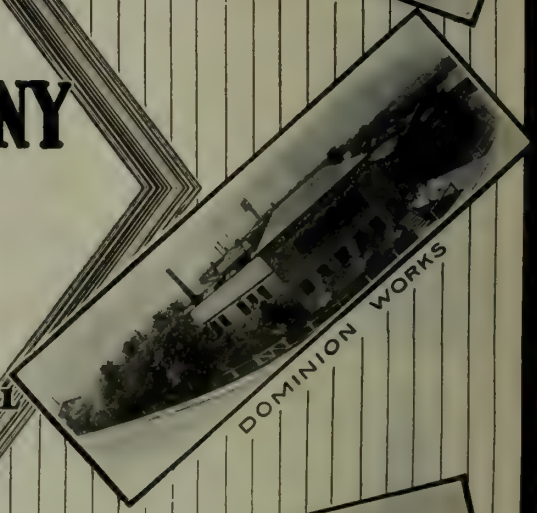
THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON—MONTREAL

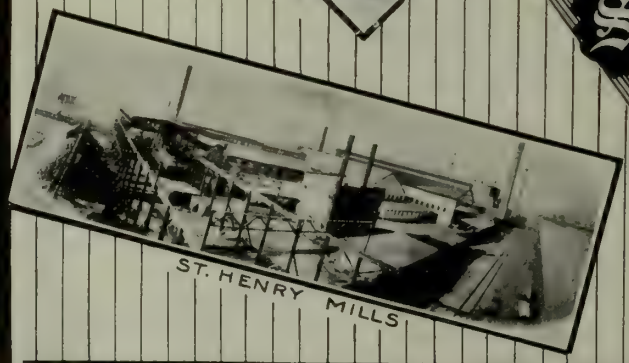
Service



OPEN HEARTH FURNACES



DOMINION WORKS



ST. HENRY MILLS

ST. PATRICK MILLS

GENERAL VIEW OF NOTRE DAME WORKS
MONTREAL

ATKINS

STERLING QUALITY SAWS

A—the first letter in the alphabet stands for ATKINS. ATKINS—stands for the highest quality and efficiency in SAWS, SAW TOOLS and SAW SPECIALTIES. Atkins products are known the world over as

"The Finest on Earth"

Learn more about Atkins Products. Write for our free books, *"Pointers"* and *"Atkins 1920 Advertising Service."*

E. C. ATKINS & COMPANY

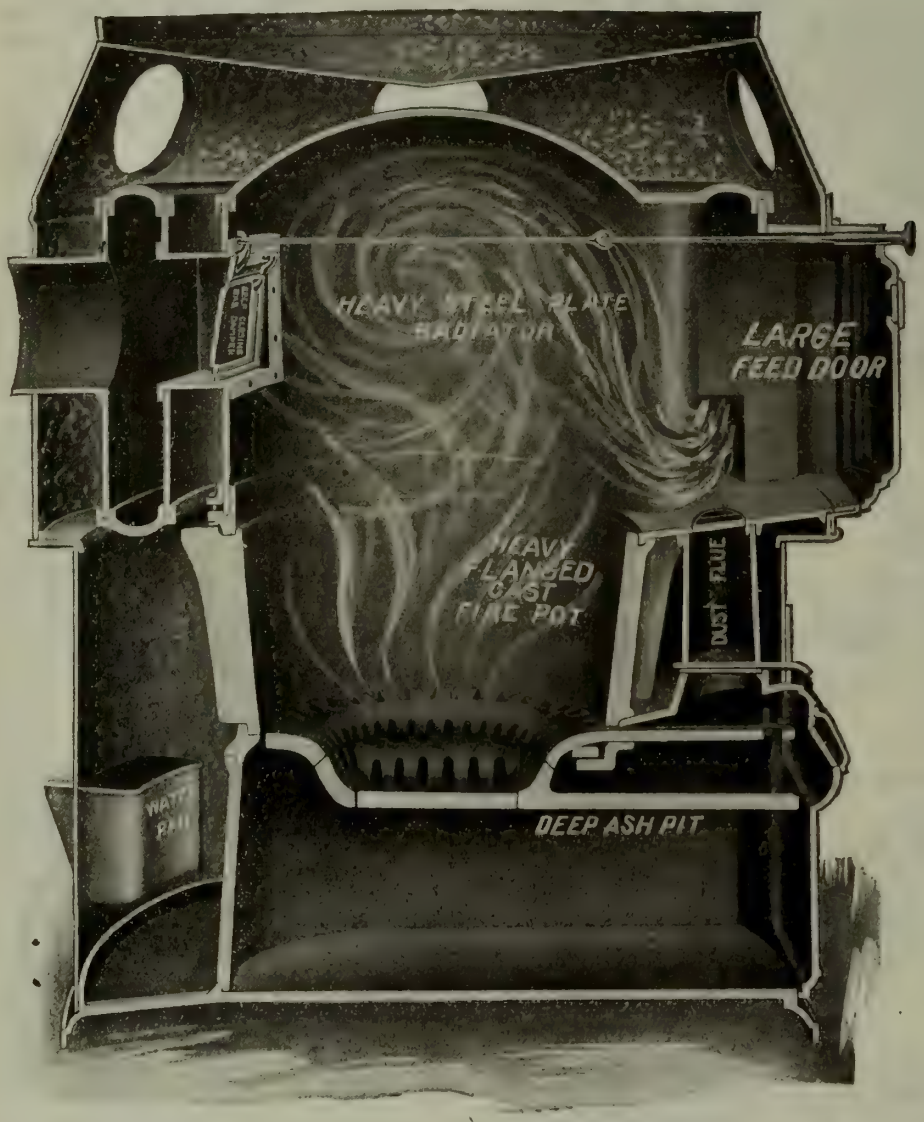
Established 1857

"The Sterling Quality Saw People"

Canadian Factory:
HAMILTON, ONTARIO

Branch:
VANCOUVER, B. C.

MADE-IN-HAMILTON HARDWARE



The "New Idea" is built up of strong durable parts. Note the solid construction of the fire pot and the ash pit—the heavy steel plate side of the radiator and combustion chamber.

Is it any wonder that we are not afraid to guarantee it and, is it any wonder this Furnace outlasts the others?

Are you handling a Furnace that you can *Guarantee* to your customers?

If you are not you are taking a lot of responsibility that you should not be asked to take.

The 1914 "C" Series

New Idea Warm Air Furnace

With all the latest improvements is guaranteed by us to make the most complete, Economical and Satisfactory Coal Furnace on the market to-day, and we would be glad to send a representative to see you and explain its many advantages, or if you prefer it, we will send you Illustrated Catalogue fully describing it.

Canadian money,
Canadian made,
Should be spent in Canada
For Canadian Trade

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:

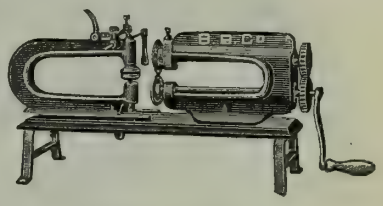
MR. W. G. CHESTER, Hamilton Street, Vancouver
MR. F. C. MOORE, 143½ Higgins Avenue, Winnipeg

MADE-IN-HAMILTON HARDWARE

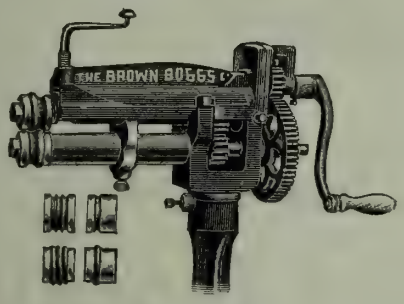
Sheet Metal Working Tools

8-ft. Steel Brake

Foot Squaring Shear

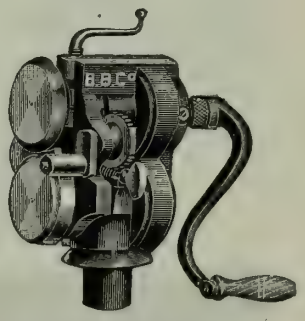


Circular Shear



No. 3 Beader

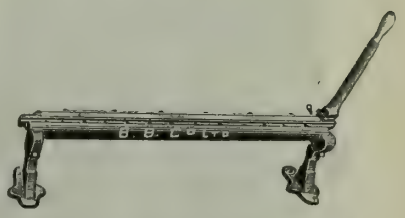
"B.B." Tools are Production Tools



Wiring Machine

Forming Rolls

Only by installing up-to-the-minute tools can you hope to get the maximum production that is so necessary under present high labor costs.



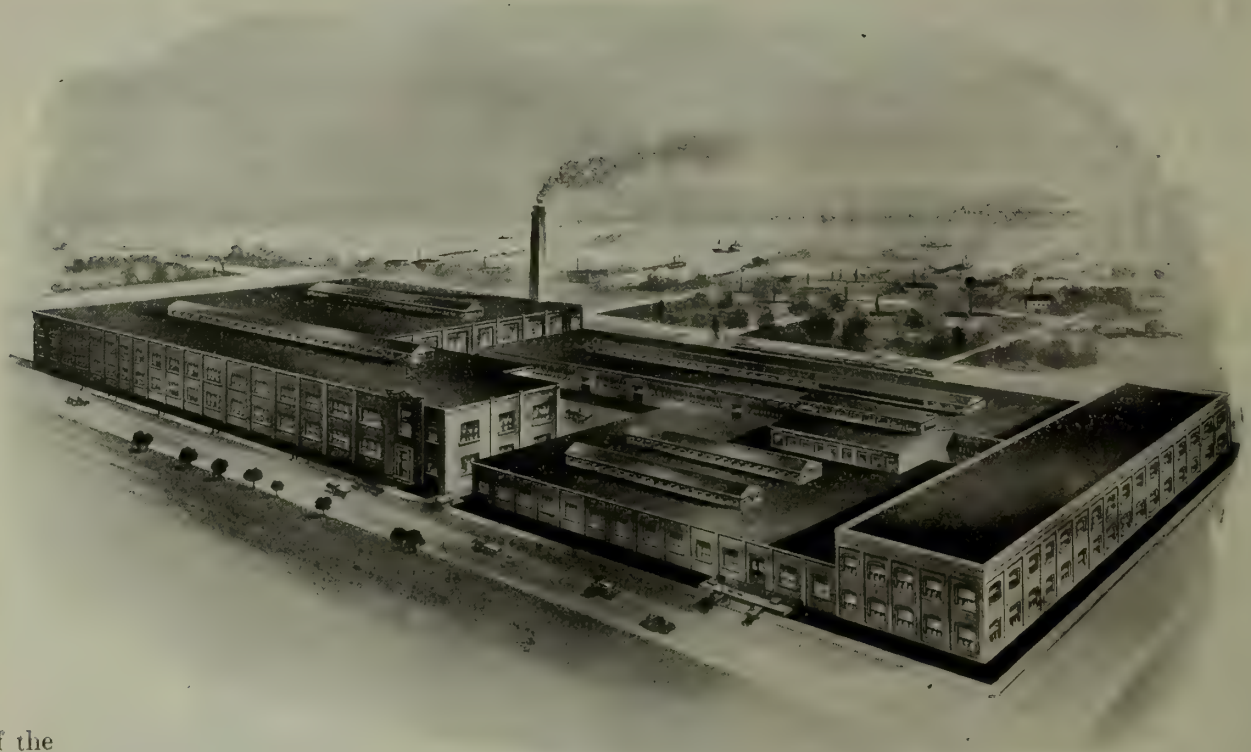
Stove Pipe Folder

Every B.B. Tool is a Producer, and is built with the above idea in view

Our line comprises all kinds of light and heavy Sheet Metal Working Tools, including Power Presses, Shears, Brakes, Bending Rolls, etc., etc.

THE BROWN BOGGS CO., LIMITED

HAMILTON, CANADA



Plant of the
Canada Steel Goods Co.
Hamilton, Canada
Largest Factory in Canada Making Builders' Hardware Exclusively

For the Good of Your Business—

Canada Steel Goods

Cut of No. Sc. 935

Helpful Service

Good Packing and Shipping

This dependable, saleable line helps the dealer. Goods packed as shown save the time for an extra sale. Customers go where their time is saved. Don't expect them to wait while you hunt and unwrap a dozen packages.

C. S. G. Co. Service to the dealer on this line of successful selling, profitable goods is worth while.

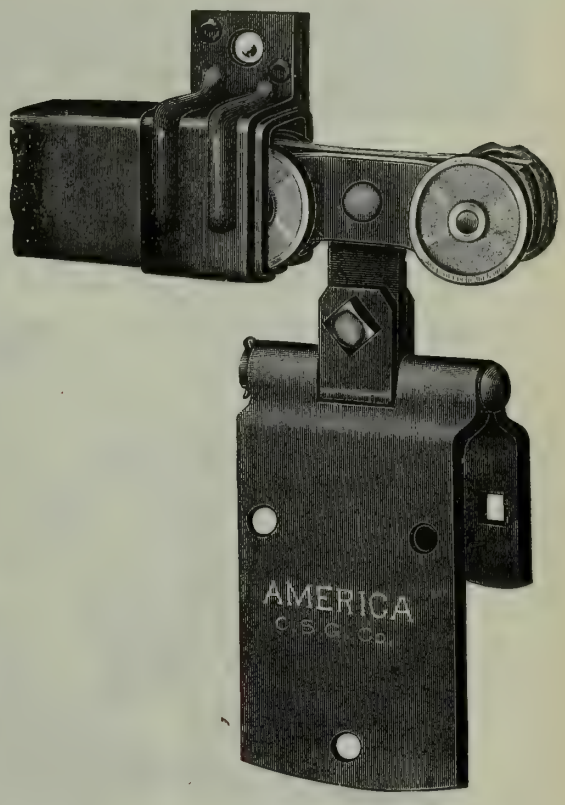
It Pays You to Handle the C. S. G. Co. Line—
Ask Us About It.

Canada Steel Goods Co., Limited
Hamilton, Canada

There Are
Sound Reasons Why

"America"
Trolley Hangers

Have the Largest Sales of any Trolley Hanger in the Dominion



Some of the Reasons Why

The "America" operates in the Hatch Trolley Track—the only track supported by the famous corrugated track brackets. These brackets are, naturally, much stronger and better than ordinary plain track brackets.

The "America" is peerless for warehouse, factory, garage and barn doors. The apron is 6 in. long, 3¼ in. wide. This hanger appeals to customers because of the simple adjustments, anti-friction, forged steel yokes and ability to stand hard usage.

Its popularity with consumers and its great demand are well founded—on merit. Perfect action is assured by tandem trucks and hardened roller bearings.

With Each Pair of Hangers are included:

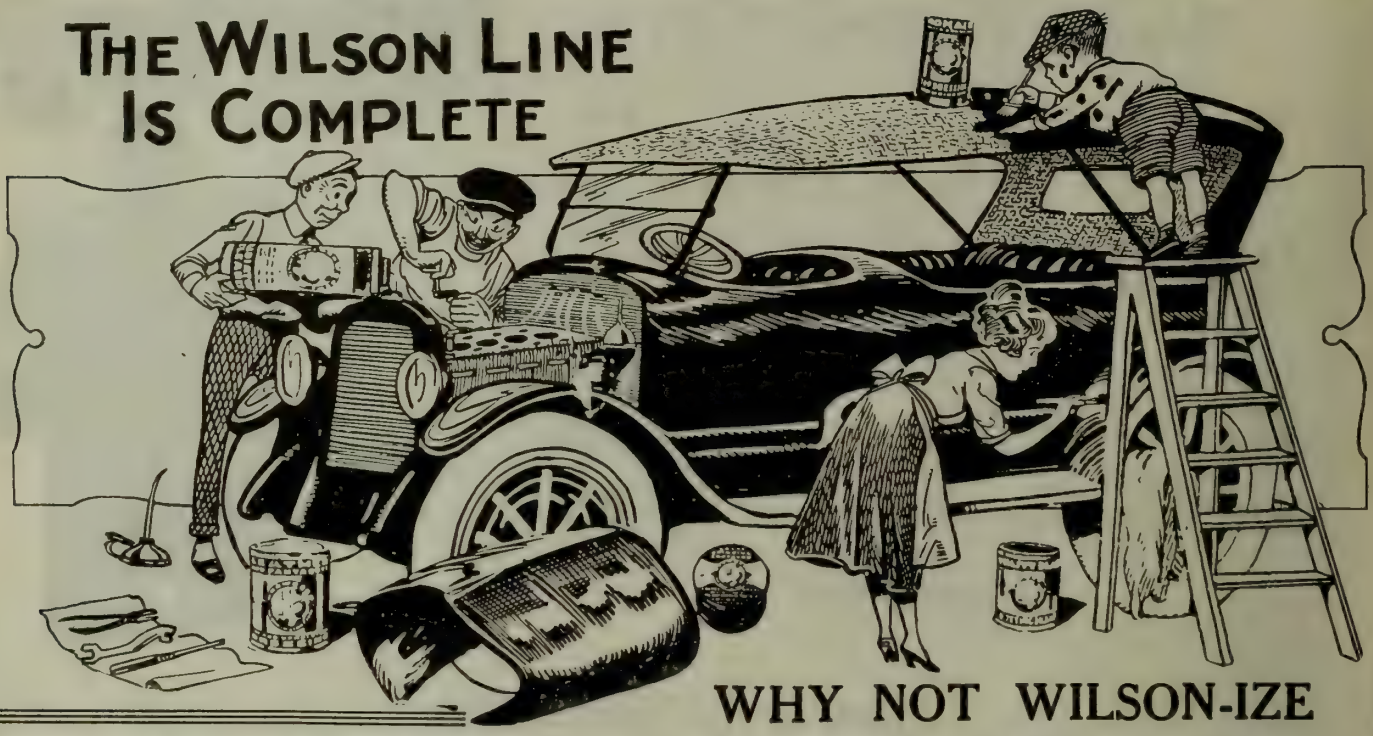
Two End Caps, Bolts for Hangers and Lag Screws for Brackets.
Packed one pair in a box, complete with Screws and Bolts.
Weight per dozen pairs, without Brackets, 95 pounds.

Let us help You to glide easily along the Track of Prosperity with "America Trolley" Hangers.

Canada Steel Goods Co., Limited
Hamilton, Canada

MADE-IN-HAMILTON HARDWARE

THE WILSON LINE IS COMPLETE



WHY NOT WILSON-IZE
YOUR SHARE OF THE CARS IN YOUR VICINITY

MR. HARDWAREMAN

OUR 1920 CATALOG NOW READY

Are you getting your share of the big profits from the new and easy selling side-line—Automotive Accessories? If not, now is the time to get started.

No matter in what part of Canada you are situated, the Wilson Line with "Wilson Six-Hour Service" will save you time and money. Our stock is most complete and being located in an ideal shipping centre we can make prompt deliveries anywhere.

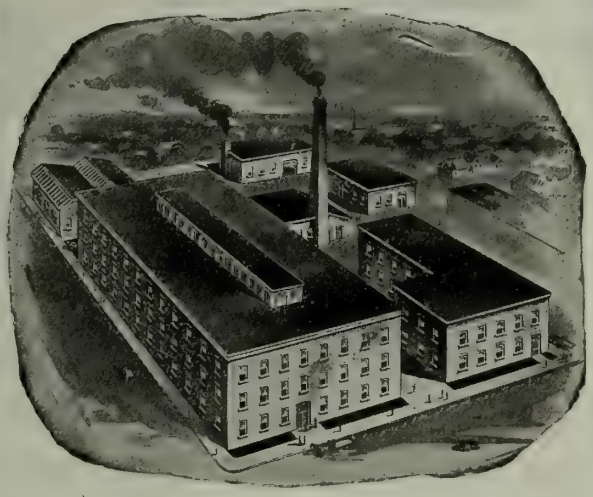
Don't take our word for it! Send to-day for your copy of our advance 1920 catalog and Dealer's Proposition and see for yourself.

WRITE FOR YOUR COPY TO-DAY

WILSON AUTO SPECIALTIES COMPANY

HAMILTON, CANADA

MADE-IN-HAMILTON HARDWARE



It Pays to Push These Polishes

Repeat orders are absolutely certain when you sell any of these polishes. They are sure to please the most critical. And there are special polishes for special uses—which makes the line more profitable for you.

In the Home

Tell your customers about these polishes for the home: Ideal Silver Polish, Klondike Metal Polish and Renuall Furniture Polish.

Brightening Up the Auto

Every automobile owner should have these in the garage: Kleanall Auto Body Dressing, Renuall Auto Top Dressing and Auto Wax.

Now Is the Time to Order

Carry the complete line and keep each item to the front of your displays—your profits will please you. Ask your jobber about the line or write direct to us for prices and discounts.

CANADIAN POLISHES, LIMITED

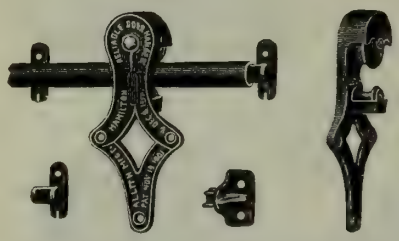
Successors to Domestic Specialty Co., Limited

Hamilton, Canada

MADE-IN-HAMILTON HARDWARE

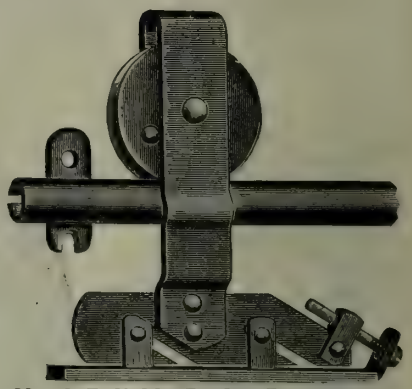
QUALITY HARDWARE

A Real Line of DOOR HANGERS for Every Dealer



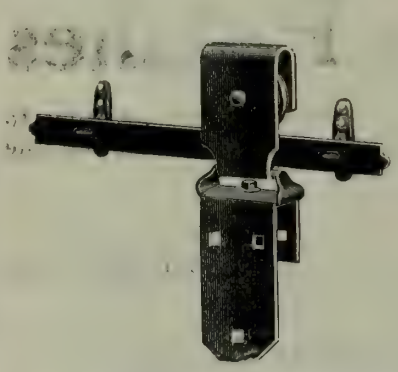
Reliable Hangers—Made in three sizes — Nos. 1, 2 and 3.

Nos. 1917 and 1918 Round Trolley Hangers—No. 1917 with plain hasp, and No. 1918 with flush-hinged hasp.

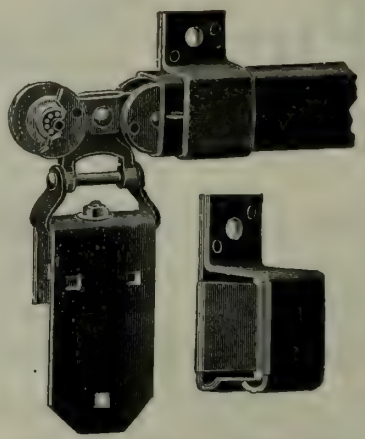


No. 9 Reliable Parlor Door Hangers — Put up in single and double sets.

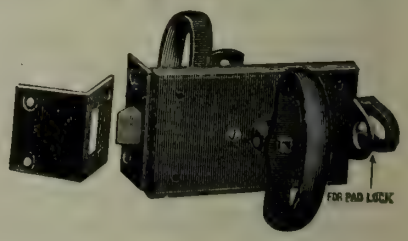
LOOK — If you did not get one of our "Quality Hardware" Catalogues while attending the Convention, write us; we have one waiting for you, illustrating our complete line of Hinges, Door Hangers and Hardware Specialties.



No. 131 Flat Track Hanger, with adjustable hasp.



No. 1914 Square Trolley Hanger



No. 50 Barn Door Latch

All the above items are big sellers. Convince yourself by ordering a sample shipment.

MANUFACTURED BY

SLATER & BARNARD, Limited, HAMILTON, CANADA

Service Counts

And Service we can certainly give! With Hamilton a centre of transportation—steamship, rail, radial and highways—we are in a position to serve, with facility, the trade in all directions.

MAY WE SERVE YOU IN 1920?

MADE-IN-HAMILTON HARDWARE

WENTWORTH PRODUCTS

Are the same high quality to-day as they were when the demand was not so keen.

We have added ALUMINUM WARE to complete our line of

Higher Grade Cooking Utensils

OUR CAST BRASS LINE IS ALSO BEING ENLARGED

Order your Lawn Goods NOW for Spring Delivery.

WENTWORTH MFG. CO. - Hamilton, Canada

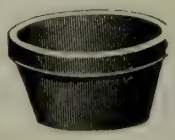
E. T. WRIGHT CO., LTD., Proprietors

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

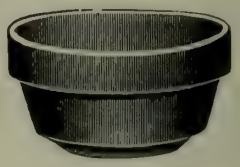
All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada



Flower Pots

Flower Pots, Saucers, Fern Pans and Hanging Baskets.



We make a specialty of packing crates of assorted sizes for retail store trade. As a trial order, send for one of our one-crate assortments of Flower Pots and Saucers.

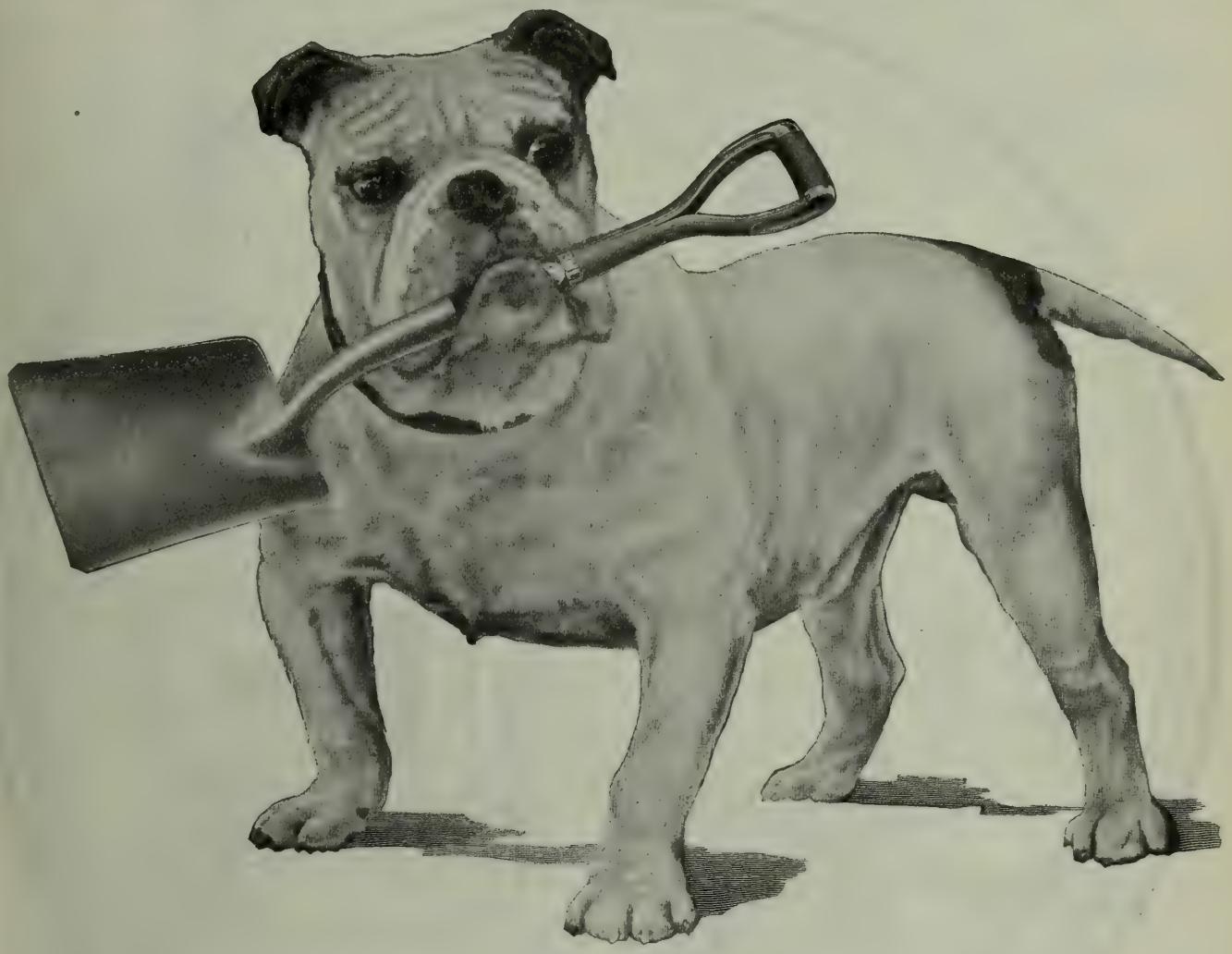
Write for name of your nearest jobber; and also ask for catalogue and price list.

Foster Pottery Company

Manufacturers

Hamilton Canada

MADE-IN-HAMILTON HARDWARE



"The Brands that Give You a Grip On the Trade"

Bull Dog
Fox, Moose and Black Cat

We ship Solid Shank Shovels to the leading shovel manufacturers and jobbers in the United States at domestic prices, a positive proof of their superiority over other makes.

Manufactured by

The Canadian Shovel & Tool Company, Limited

Hamilton, Canada

MADE-IN-HAMILTON HARDWARE

HAND POWFR
ELECTRIC POWER
ENGINE DRIVE

WASHING MACHINES

ARROW BRAND

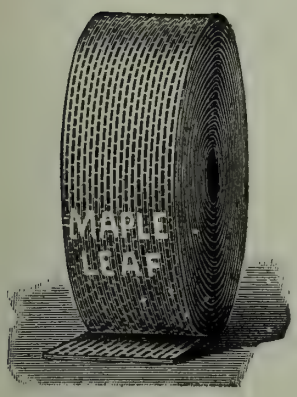
CLOTHES WRINGERS

MADE IN HAMILTON FOR 35 YEARS

DOWSWELL, LEES & CO., LTD·

HAMILTON, CANADA

MADE-IN-HAMILTON HARDWARE



"Maple Leaf" Brand Stitched Cotton Duck Belting

Excellent to sell or use because it is strong, durable, true running and economical. Thoroughly waterproof it gives the same high efficiency service in wet or dry places.

Absolutely superior as a main drive belt, and in great demand for conveyors.

"Maple Leaf" Belt Dressing

A recognized leader in its class, because it gives longer life and more satisfactory service to all makes of belting.

A good margin of profit and a host of satisfied customers are gained by selling "Maple Leaf" Belt Dressing.

Quebec Branch: 51 Duluth Building, Montreal

Dominion Belting Co., Limited
Hamilton, Canada

MADE-IN-HAMILTON HARDWARE

Metal Stampings

of all kinds

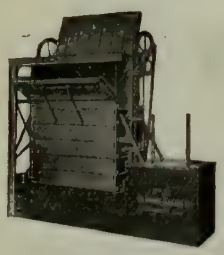
House Numbers
Brass Labels
Masonic Pennies
Steel Stamps
Brass Checks
Name Plates
License Plates
Stencils

The Hamilton Stamp & Stencil Works, Limited
HAMILTON, ONTARIO

CLIMAX ALL STEEL

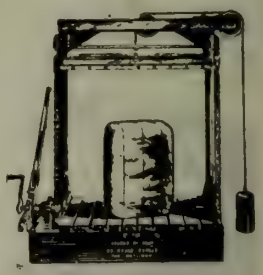
BALING PRESSES

for Baling



paper, rags, cotton, wool, bags, burlap, dry goods, blankets, hair, leather, hides, furs, excelsior, moss, flax, shavings, fluffy steel turnings, wire, sheet steel, tin, etc.

Electric, Belt Drive; or Hand Power.



Turn Your Waste Into Profit

It Pays To Watch The Waste

Every bit of waste paper, cardboard boxes, straw, excelsior, etc., is worth money.

Ask us how to turn it into profit.

Reduce Your Fire Risk

Have a Climax Fireproof Baler in your basement ready to receive your accumulation of waste; it will soon pay for itself. Write for catalog.

CLIMAX BALER CO. **HAMILTON, ONT.**

The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

TRADE NEWSPAPERS

Hardware and Metal
Men's Wear Review
Canadian Grocer
Bookseller and Stationer
Dry Goods Review
Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery
Power House
Canadian Foundryman
Printer and Publisher
Marine Engineering
Can. Motor, Tractor and Implement Trade Journal

MAGAZINES

MACLEAN'S MAGAZINE FARMERS' MAGAZINE

Financial Post—Weekly Commercial Newspaper

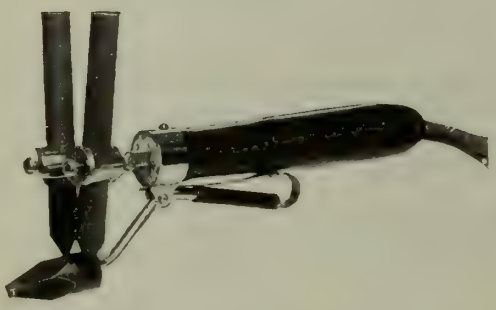
The MacLean Publishing Company, Limited

153 University Avenue, Toronto Southam Bldg., 128 Bleury Street, Montreal
1207 Union Trust Bldg., Winnipeg, Man.

MADE-IN-HAMILTON HARDWARE

J. C. Electric Soldering Iron

70% Time Saved



THE FASTEST, MOST EFFICIENT AND MOST ECONOMICAL ELECTRICAL SOLDERING IRON ON THE MARKET.

J. C. Electrical Soldering Irons are especially adapted for all kinds of electrical work, as instantaneous heat is developed as soon as iron touches the work. It is a labor-saver and does not use current, only when job is ready.

For all kinds of Soldering on Sheet Metal, Sheet Iron Tanks, or small soldering jobs in manufacturing plants.

J. C. Soldering Irons are used in numerous large plants and we would be pleased to help you if you would send us samples of soldering jobs you may have.

Write for Illustrated Catalogue and a Demonstration

THE CLEMENS ELECTRICAL CORPORATION

LIMITED

HAMILTON - ONTARIO

Let Kent, Garvin & Co. assist you with big jobs

There is no need for you to lose the sale when it comes to a bigger job than you feel capable of going after. We specialize on large contracts and carry a stock and have facilities which enable us to give prompt service.

If a big job turns up in your town and your stock is too limited to allow you to tender on it, **wire us** and we will come to your assistance with **Kent, Garvin & Co. Service.**

Write to-day and ask us about our proposition. We will make it worth your while to put us in touch with big jobs.

We carry stocks of Builders' Hardware of all kinds

Vitralite THE LONG LIFE WHITE ENAMEL

Finishes for every use

"61" FLOOR VARNISH

Wall Board and Roofing Materials

Effecto AUTO FINISHES

Electric and Grate Fixtures

Kent, Garvin & Co., Limited

Hamilton, Ont.

The Growth of the Deadly Drug Habit

IN the year 1912 only 35 ounces of Cocoaine was imported into Canada. Last year the imports had jumped to 12,333 ounces. In 1907 Canadians imported 1,523 ounces of Morphine. Last year we imported 30,000 ounces.

These figures tell a grim story. The drug habit is growing in Canada—growing so fast that it has become a national menace. The war, by teaching the use of opiates, has stimulated the habit and to-day the insidious disease is creeping into our homes and spreading its coils around countless victims. No class is exempt. It strikes everywhere.

Mrs. Murphy (Janey Canuck), police magistrate of Edmonton, has been engaged by MACLEAN'S MAGAZINE to write a series of articles on the danger and the means of checking it. The first article of this series appears in the February 15th issue (now on sale) and it is a powerful appeal for action against "the human canker-worms and caterpillars who fatten and batten on the unfortunate drug addicts"—the men and women who smuggle and sell the drugs. No better person could have been secured to handle this subject, for Mrs. Murphy is not only a powerful writer, but in her official capacity she has had an opportunity to see all phases of the drug traffic. What she writes has the ring of absolute authority.

Other Readable Features of a Strong Number

This, the first number of MACLEAN'S to appear on the semi-monthly basis, is a particularly interesting one. Here are some of the features:—

THE STORY OF THE ALLENS
By Floyd S. Chalmers

How Jule and Jay J. Allen built up their business from a two-by-four theatorium in Brantford, Ontario, to a twenty million dollar string of theatres—the story, in fact, of a business miracle.

THE BLOOD BROTHER
By W. A. Fraser

A strong, short story by the author of "Bulldog Carney" and "Thorobreds."

THE LAND OF NANNABIJOU
By Charles Christopher Jenkins

There's a huge part of Canada that has tremendous possibilities and yet has been neglected, overlooked. Mr. Jenkins tells about it.

THE MANTLE OF ELIJAH
By J. L. Rutledge

An unusual sketch of a politician, Ernest Lapointe, who is regarded as the successor of Laurier as leader of the Quebec wing of the Liberal party—a fascinating bit of inside political gossip.

THE DIAMOND HUNTERS
By Henry P. Holt

An exciting story of two Canadian sailors in the South Seas.

THE THREAD OF FLAME
By Basil King

A powerful serial story by this famous Canadian author.

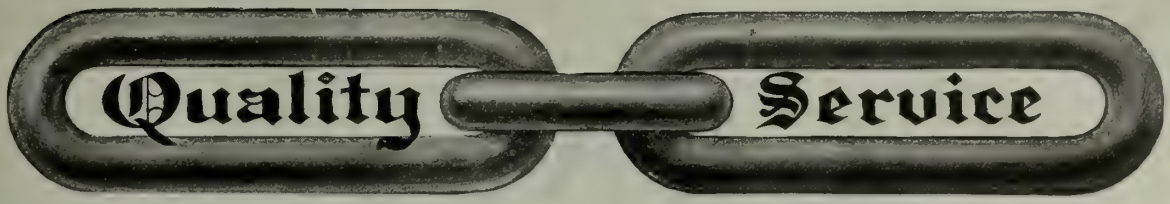
And a score of other features—stories, articles and reviews.

Over 80,000 Canadian Families Read

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

FEBRUARY 15th ISSUE *Now on Sale At All News Dealers* ***20c***



INDISPENSABLE LINKS

In the Successful Business Chain

Throughout our entire organization, we recognize and adhere to the highest standards of QUALITY and SERVICE. And upon this—in the future as in the past—the expansion and prosperity of our business depend.

IN OUR MILLS AND FACTORIES

Quality

IN OUR SALES DEPARTMENTS

Service

Believing QUALITY and SERVICE are the indispensable links between producer and consumer, we employ their combined strength to conserve and complete our relationship with all users of Steel and Iron products.

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON - - MONTREAL

MADE-IN-HAMILTON HARDWARE

GLASS

Importers of

WINDOW GLASS PLATE GLASS
FACTORY GLASS FANCY GLASS

Manufacturers of

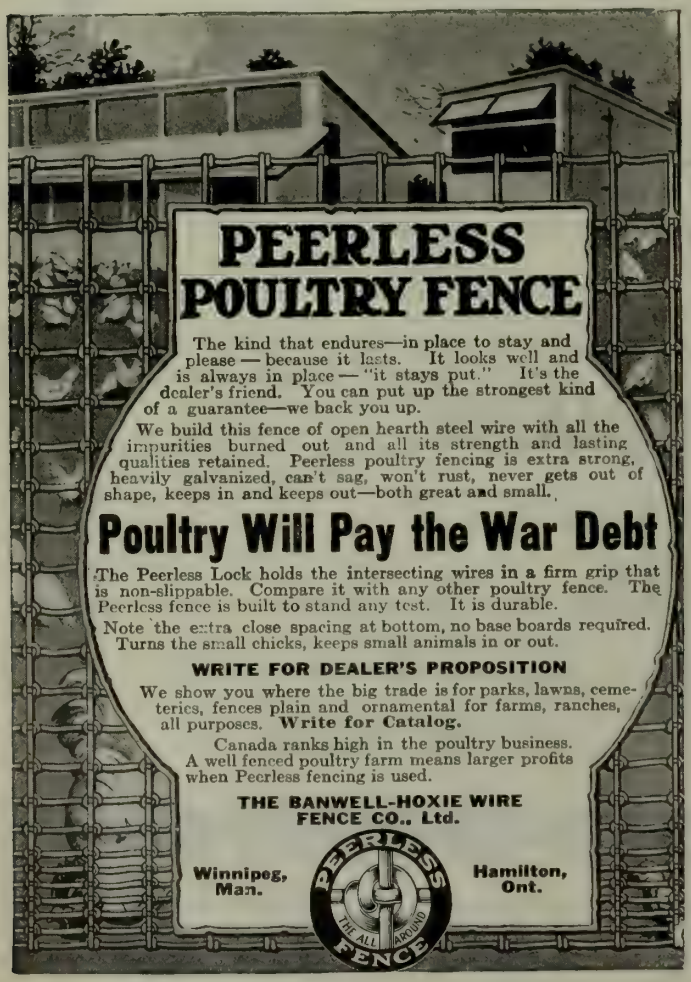
LEADED GLASS MIRRORS
BEVELLED GLASS

Let us have an opportunity of figuring on your requirements in any of the above lines

ONTARIO PLATE GLASS Limited

Successors to Leeks & Potts Limited

HAMILTON ONTARIO



ANY SIZE **WIRE** ANY TEMPER

Bright, Annealed, Tinned, Coppered, Galvanized, Laquered, Etc., for all Purposes.

BALE-TIES

Single Loop and Cross Head

Large Stocks for Immediate Shipment
We manufacture and maintain the Largest Supply in Canada.

THE
LAIDLAW BALE-TIE CO.
LIMITED

Factory and Head Office **HAMILTON, ONT.**

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St. Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.

These Ads Put Pep and Power into Your 1920 Selling of

Frost Fence

Your own selling force, Frost Fence ads and the unbeatable Frost Fence itself make a selling combination for 1920 that will carry everything before it.

Just run your eye over these Frost Fence ads and note their dominating strength. Then look at the list of papers covering the selling field like a blanket. With so powerful an ally as these ads preparing the ground for your salesmen and helping them wherever they may be—certainly you can anticipate a harvest of selling in 1920.

And Frost Fence's splendid reputation for stand-up-ability is a sales-closing factor that has always made repeat customers in the past. With this triple team force at work we know we can expect big things in 1920 and we want you to share them.

Write us for full particulars about Frost Fence in 1920.

List of Papers

in which
Frost Steel and Wire Co.
ADVERTISING
will appear during
1920

CHARLOTTETOWN—
Guardian.
SUMMERSIDE—
Agriculturist.
Island Farmer.
MONTREAL—
Journal of Agriculture.
La Presse.
La Patrie.
Le Prix Courant.
Family Herald and W. Star.
OTTAWA—
Farm Journal.
PETERBORO—
Canadian Horticulturist.
Farm and Dairy.
TORONTO—
Farmers' Magazine.
Globe.
Farmer's Sun.
Canadian Countryman.
Canadian Poultry Review.
Hardware and Metal.
Construction.
Contract Record.
Mail and Empire.
Saturday Night.
LONDON—
Farmer's Advocate.
WINNIPEG—
Grain Grower's Guide.
Nor' West Farmer.
Farmer's Advocate.

Frost Steel and Wire Co., Limited, Hamilton, Canada

WIRE-CLOTH and SCREENS

The B. GREENING WIRE CO. Limited

Hamilton Canada

THE GREENING

DOUBLE CRIMPED

PITTSBURGH MARKETS

Continued from page 96

higher prices could be obtained. One sale to Canada, however, has been made on a $10 basis. That is exceptional, since, as a rule the tin plate producers regard Canada as more or less a part of the domestic market. The last-named has been well held at the $7 level. The tin plate plants are operating on an average at from 75 to 85 per cent., there still being a shortage of sheet bars. There is a very serious shortage of box cars for shipping the product, but thus far the warehouse capacity of the mills has been ample to take care of the difference between production and shipments.

The Scrap Market

The iron and steel scrap market is very quiet, and prices have softened somewhat, a temporary condition due to the congestion at the different consuming plants. Prices are not varying much, although it is believed that in a few cases concessions have been made. There was little buying by the mills this week as they were heavy buyers two weeks ago, and this eased up the activity in the market. Dealers who last week were disposed to encourage the softening in the market were in the same mood this week, and held back from making bids for heavy melting steel, a policy that generally brings out odd lots at lower prices than the $28 possible in Pittsburgh some time ago. The several descriptions of re-rolling scrap that advanced last week have kept up, although very few actual transactions have been recorded.

Pig Iron Market

Bessemer and basic pig iron have both advanced in the week just ended, and the irregular nature of the advancing tendency is well illustrated by the fact that basic pig iron has passed Bessemer, although the last-named is the most expensive grade to make, and is always considered the most valuable. A week ago basic stood at $40 valley, and Bessemer at $41. There was a larger tonnage demand for basic than for Bessemer, and when all the $40 iron was cleaned up there was still some buying, which promptly developed a jump in the quotation to $43. Bessemer remained at $41 until the middle of this week, when a sale of 3,000 tons was made, delivery over the next five months at $42 valley, thus establishing the market at that figure. Demand for foundry iron seems to have quieted down, after furnaces had sold about one-third of their second half output at the regular market, recently developed at $40 valley. The furnaces now state, however, that they are out of the market and would not sell any more at the recent prices. A fresh movement may come in foundry iron, but basic now seems to be the more interesting commodity. The market is quotable as follows: Bessemer, $42; basic, $43; foundry, $40; malleable, $41.25.

While the total supply of coke has not increased to any great extent, it is not altogether as difficult as it was formerly to effect purchases. Some of the dealers state that while they have not been able to secure all the coke for their friends that was wanted they were able to pick up a fair quantity. The coke market remains quotable as follows: Furnace, $6; foundry, $7; crushed, over ¾ inch, $7.30. There has been a falling off in production in the Connellsville region, the loss this week showing 1,991 tons. Car shortage is given as the greatest reason for this.

TEN PER CENT. ADVANCE IS MADE IN SHOVELS

At a meeting held in Hamilton on Tuesday, it was decided to make an advance in prices of shovels that will figure out to ten per cent. The advance is to go into effect very shortly. Increased costs of materials and labor are given as the principal reasons for the increase.

Excessive Demands For Sap Supplies

The outlook for an exceedingly b season in all kinds of sap supplies is forecast. The last season was a very busy one and immense quantities of sap products and all other supplies sold extensively.

In speaking with a large Canadian manufacturer this week, HARDWARE AND METAL was informed that the demands for the present season will exceed those of any previous season. Already immense quantities of sap buckets are going forward, and this applies to various evaporating apparatus. Whether there will be enough material to make up supplies in such quantities as are necessary to supply the big demand, is as yet indefinite. It is not easy to get tinned iron, and supplies are very limited in the hands of manufacturers and jobbers. The material is also higher in price, and in view of the outlook for delivery it is quite probable that before the season begins there will be a shortage of material of a more or less serious nature.

Pig Lead Getting Very Scarce

HARDWARE AND METAL is informed that the outlook for supplies of pig lead is a most serious one and that there will be little prospect of improvement in the near future. The producers, it is understood, are away behind on deliveries and supplies have liquidated to a small compass. Trail lead is not to be had, one heavy jobber states, before April, or probably May, and in the meantime English and American lead is in short supply. Still higher prices are looked for.

Spring Buying is Already Moving

In an interview with George Caverhill, of Caverhill, Learmont & Company, Montreal, HARDWARE AND METAL was informed that spring booking this year has been very heavy. Asked as to the outlook for a good spring business. Mr. Caverhill said:

"January was a very busy month and one of, if not the biggest, in our history. The volume of business has been greater in February, too, and we still have a third of the month to go. Spring business has already started and bookings have been very heavy."

Collections Good

In referring to the condition of collections, Mr. Caverhill stated that these had been very satisfactory and that during 1919, in particular, losses had been extremely light. Until a week or two ago collections this year have been excellent, and while there has been a little falling off of late, this may be only of a temporary nature. Mr. Caverhill states that in his opinion the country is fundamentally sound and conditions promise well.

"Stocks must be kept at normal on the part of the jobber to supply demands when made, regardless of the high markets and exchange, and when lower prices come these will have to be borne by the middleman—the jobber."

Absorbing Exchange

In the matter of exchange, Mr. Caverhill stated that many firms are making suitable adjustments, some of them absorbing it entirely, and others bearing at least a fair share of the burden. In connection with the importation of goods, Mr. Caverhill further remarked that many of the finer tools, etc., which are made outside of Canada, must necessarily be imported. Many of these are not made in Canada and it is impossible to supply the demand except by buying them from regular sources.

Altogether Mr. Caverhill is most pleased with the present conditions and with the forward outlook, and believes that prosperity will continue.

Canada Plate is Very Scarce

HARDWARE AND METAL understands that Canada plate is very hard to obtain and that there is bound to be great scarcity of this commodity during the present season. Some supplies will be forthcoming from the English market, it is understood, and a shipment is understood to have arrived at a Canadian port lately of certain supplies, which will be put into trade channels at once. Just what the forward outlook is cannot be determined at the present time, but hope is entertained of some further supplies coming forward.

Don't Neglect Your Plans for Spring

You Can Increase Your Sales and Perhaps Make Records by a Little Careful Planning Now—Some Pointers in Connection With Developing Spring Business

JUST because the greatest paint business on record is in prospect for the coming spring and summer is no reason why the hardware merchant selling paint should neglect plans for corralling every bit of the trade in his territory that he can get. If he does not go after the business systematically, he will probably get a share of it, but only a share. If he makes definite plans and follows them up closely and thoroughly he can show a big increase, perhaps even break all previous records. And the time to do the planning is now. Before he knows it, it will be painting time, and the days and the weeks have a habit of slipping by very, very fast after the middle of February.

DEVELOPING BUSINESS

Selling paint requires careful study on the part of the retail merchant. The use of paint and the real value in its use is what every merchant should know. Energy directed towards acquiring detailed information about the line of paints and varnishes enables the merchant to solicit the business in his community aggressively and successfully. The consumer leans heavily on the merchant in the matter of what paint and varnish they will buy. To that merchant, then, who can back up his advertising campaign with intelligent and sympathetic interest in the problems of the consumer will the paint business of the community come. Know your line, prepare your campaign carefully, start now. Spring is not far off and an early start will do much to establish your store as paint headquarters.

INFLUENCE CUSTOMERS

It is quite obvious that to sell more paint the dealer must influence his customers to use more paint. There may be individual cases where trade is secured from your opposition merchant and in this way increased sales result, but speaking collectively, it is necessary that more paint be used if more paint is to be sold.

It has been customary for the average consumer to look on paint and varnish only in the light of decoration. There is no doubt that decoration, cleanliness, sanitation will appeal to personal and even civic pride, but most important of all the functions of paint is its power to protect and preserve the more costly materials over which it may be applied. This element of the use of paint should dominate the sales program of the paint dealer. It is one feature which can be played up to great advantage at the present time, when, on every side, is heard the cry of conservation.

FIELD FOR DEVELOPMENT

No department in the hardware store offers a greater field for the development of this plea for conservation than that represented by paints and varnishes. To those merchants who have not been considering this angle in relation to paint sales, a golden opportunity now presents itself to introduce this element in their sales campaign.

PLENTY OF BUSINESS

Probably not more than twenty-five per cent. of the paintable surfaces — houses, barns, outhouses, farm implements, automobiles, public buildings, factories, stores, warehouses, etc.—throughout your district are painted frequently enough to be kept in proper condition. With the curtailment of building operations it necessarily devolves on the property-owner to maintain his present holdings in a high state of repair. The most important consideration by all means in a program of this nature is paint.

In no other way can a property-owner expend an equal amount of money and secure greater returns on his investment than by renewing the surfaces of his buildings when they commence to show wear. Unprotected surfaces soon reveal the action of the elements, decomposition sets in and destruction inevitably follows in short order.

A striking example of how brushes help to add attraction to displays of paint and incidentally increase the turnover of the paint department.

BETTER SERVICE— For Our Customers in Province of Nova Scotia

We have just completed arrangements with MR. JOSEPH H. CLEVELAND, who has represented us IN THE MARITIME PROVINCES for the past four years, to carry a COMPLETE STOCK of OUR PRODUCTS in an up-to-date warehouse located at 150 Granville St., Halifax, for distribution in Nova Scotia.

Our new arrangements will help us to give BETTER SERVICE to our customers and to maintain OUR POLICY, which has always been to put OUR GOODS in the hands of our dealers at the LOWEST POSSIBLE PRICES.

All ORDERS and ENQUIRIES should be sent direct to—

Mr. J. H. Cleveland,
150 Granville St.,
Halifax, N.S.

Will Not Affect New Brunswick

This new arrangement WILL NOT AFFECT our dealers in NEW BRUNSWICK as MESSRS. EMMERSON & FISHER, LIMITED, wholesale hardware merchants, St. John, N.B., will continue to act as OUR DISTRIBUTORS for this Province. ALL ORDERS and ENQUIRIES which are sent to them will receive the VERY BEST ATTENTION.

An Agency for MOORE'S Paints and Varnishes Means Better Prices, Bigger Profits

Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco
TORONTO

Maritime Sales Manager:
R. C. Blakeney, 267 South St., Halifax, N.S.

Western Sales Manager:
J. B. Cleveland, Box 821, Saskatoon, Sask.

The Brush Department

Window Displays of Brushes Occasionally Will Produce Immediate and Very Satisfactory Results

Combination Displays of Brushes and Paints Are Frequently Used by Hardware Merchants—Shaving Brush Displays Carry a Strong Appeal to the Men

An occasional window display of brushes is used by many hardware merchants with excellent results. Brushes, with them, have developed into an all-year business that is worth while, and they state that seasonable windows prove one of the best means they have found of maintaining and increasing sales. Especially is this the case if the window display is backed by timely advertising, directing the attention of the buying public to the brushes offered.

Women are always interested in brushes for cleaning, and also in brushes for doing odd jobs of painting around the house. Men are prospective buyers for shaving brushes, for paint brushes of all kinds, and also for various other brushes for use in their work or around the house.

Combination Display

Very often a combination window display of both paints and brushes can be quickly and easily arranged. Just now, with the spring season coming on, is a good time to plan for a window display of this kind. Some merchants prefer to arrange the brushes right at the front and on the floor of the window. Others who have pillars, use the pillars for displaying the brushes, and arrangements of this kind may be made very attractive and with a real "pulling" value.

It is a good plan to always give prices. Every prospective buyer is interested in knowing exactly how much the brush shown is going to cost; and, unless it is marked, he is very likely to walk on with the impression in his mind that the brush is much higher priced than it really is. A neat price card will not only be a help in bringing people in as buyers, but has a very definite value in helping to make the window attractive.

Bringing Results

One of the recent developments in the shaving brush trade is the hold obtained on the business by the druggists, and the secret of their success is in window displays. The druggists in many cities have kept shaving brushes and shaving materials constantly before the men, and they have reaped a rich reward in increased sales. There is nothing to prevent the hardware merchant doing the same thing, not only with shaving brushes, but with other brushes.

A combination window showing shaving brushes, soaps, strops, razors will, according to hardware merchants who have put them in occasionally, produce immediate and very satisfactory returns.

Ohio Varnish Works Buys Hamilton Plant

The Ohio Varnish Company, of Cleveland, Ohio, manufacturers of Chinamel which has been making its product at Brantford, Ont., has purchased the plant of the Industrial Varnish Works, at Hamilton, Ont., and will shortly be manufacturing in its own factory in that city.

Pratt & Lambert Inc. Elect New Directors

At the annual meeting of the directors of the Pratt & Lambert, Inc., organization, the resignations of S. N. Griffiths and R. F. Clark, as directors, were accepted.

F. W. Robinson, who has been general superintendent of the Buffalo plant and with the company some twenty years, together with Walter Gresham Andrews, who is superintendent of the plant in Bridgeburg, Canada, were elected directors in their places, together with A. C. Bedford, C. M. Pratt, W. H. Andrews, J. H. McNulty, J. N. Welter, J. P. Gowing, J. B. Pouck, Jr., F. W. F. Clark.

Trade Commission Alleges Unfair Competition

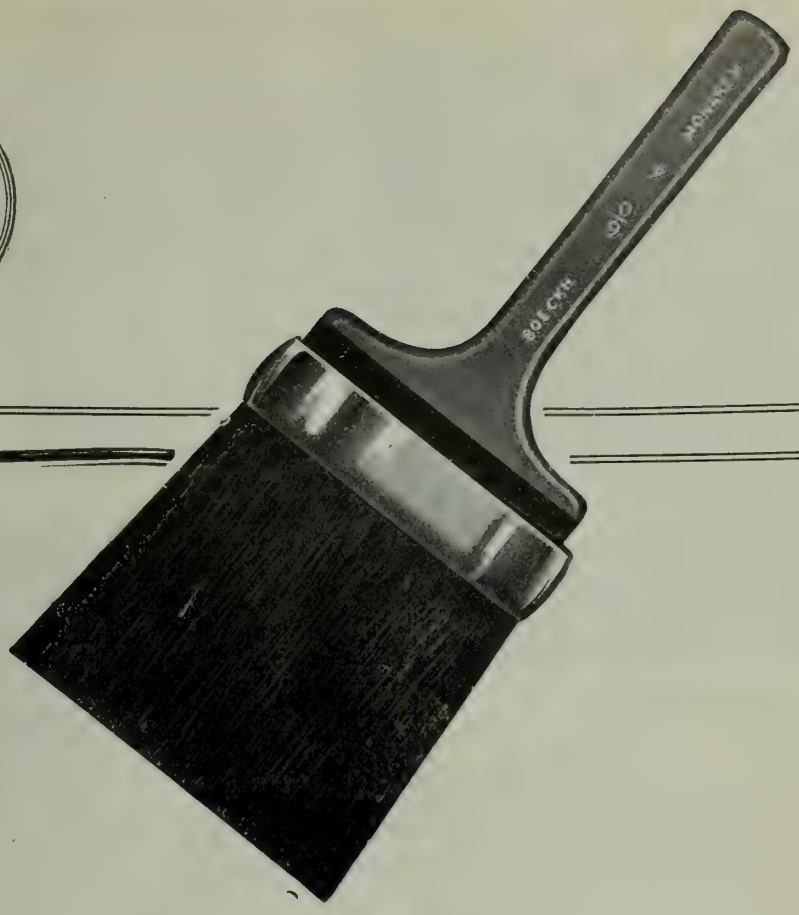
Several American Firms Are Ordered to Desist From Engaging in Methods They Were Following in Sale of Oils, Turpentine and Other Products

WASHINGTON.—The Plomo Specialty Mfg. Co., Cleveland, and the Riverside Refining Co., a corporate trade name adopted by the Plomo Co., have been ordered by the Federal Trade Commission to cease and desist from engaging in unfair methods of competition in the manufacture and sale of oils, turpentine and kindred products in interstate commerce. The Commission's order is issued upon an agreed statement of facts filed in the case in lieu of testimony. Respondent has been specifically ordered to cease and desist from directly or indirectly holding out and representing by means of advertisements and brands, that a mixture of turpentine and low grade mineral oil is "second run" turpentine, and that a mixture of linseed oil and low grade mineral oil is "second run" linseed oil, or using or applying the term "second run" in any way whatsoever to adulterated turpentine and linseed oil, which may tend to lead the purchasing public to believe such adulterated products to which the term "second run" is applied, are pure and unadulterated.

Upon application for the issuance of complaint, the Commission has, as required by law, the public interest appearing, cited the United Chemical & Color Co., New York City; Andreykovicz & Dunk, Inc., Philadelphia; Arkansas Distributing Co., New York City; F. Bredt & Co., New York City, and New York Color & Chemical Co., New York City, concerns engaged in manufacturing and selling chemicals, dyestuffs and similar products in interstate commerce, in formal complaints alleging unfair methods of competition. These respondents have forty days in which to file answers, after which the cases will be set down for trial.

The Allegations

The complaints allege that the respondents have been giving and offering to give to employees of both their customers and prospective customers, and their competitors' customers and prospective customers, without the knowledge and consent of their employers, sums of money and other gratuities as inducements to influence such employers to purchase or contract to purchase from the respondents, dyestuffs and chemicals, and to influence such customers to refrain from dealing



Boeckh's Rubber Set Paint Brushes

Boeckh's Rubber Set Paint Brushes—Boeckh's are the ideal brushes for all paint and varnish jobs. Their reputation is so well known to you and all other Canadians that we do not have to say more.

With the very best selected bristles, which cannot possibly come out, Boeckh's are the most satisfactory paint brushes on the market to-day.

If you should be one of the few dealers who are not handling Boeckh's brushes, don't wait any longer. Write for particulars. We co-operate with all our dealers in the most practical ways.

Every Brush Guaranteed Perfect

The Bristles Can't Come Out

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

or contracting to deal with competitors of the respondents.

Ordered to Stop

The Carter Paint Co., Liberty, Ind., has been ordered by the Commission to case and desist from engaging in certain unfair methods of competition in the manufacture and sale of roof and metal paints, waterproofing preparations and similar products, in interstate commerce. The Commission's order issues after full hearing and trial of its complaint.

The respondent has been specifically ordered to cease and desist from directly or indirectly giving or offering to give premiums or prizes of any kind whatsover to employees or salesmen or dealers who handle the products of the respondent, and to one or more of the respondent's competitors as an inducement to push the sale of respondent's products.

Upon application for the issuance of complaint, the Commission has, as required by law, the public interest appearing, cited H. Behlen & Bros., Inc., New York City (No. 521), a corporation engaged in selling paints, varnishes and kindred products in interstate commerce, in a formal complaint alleging unfair methods of competition. The respondents have forty days in which to file answer, after which the case will be tried on its merits before final settlement.

The complaint alleges that the respondent follows the practice of paying to employees of its customers and prospective customers, as well as to its competitors' customers and prospective customers, without the knowledge and consent of their employers, sums of money as an inducement to influence such employers to purchase or contract to purchase from the respondent their necessary supplies of paints, etc., or to influence such customers to refrain from dealing with competitors of the respondent.

Assiniboia District Branch of R.M.A. Meet at Assiniboia

Thirteen Towns in the District Represented—Visiting Members Entertained to Dinner by Local Members

THE meeting of the members of the Assiniboia District Branch, held at Assiniboia on Monday, January 12, was a happy augury for the future success of the district branch movement of the R.M.A. in Saskatchewan. Thirteen towns in the district were represented, and the merchants present showed the keenest interest in every question discussed, and entered vigorously into the discussions, unflagging interest prevailing throughout the proceedings. Mr. Parks, of Verwood, presided, and Mr. D. S. McMicken, president of the Saskatchewan branch of the R.M.A., was amongst those present, and supplied some valuable information to the merchants on various questions.

Trades and Labor Congress and Co-operative Stores

The question was raised regarding the seeking of legislation on co-operative stores by the officials of the Trades and Labor Council, and the following resolution was passed:

> Be it resolved that the merchants in Assiniboia District Branch, in assembly at regular meeting in Assiniboia on Monday, January 12, 1920, strongly object to the Dominion or Provincial Governments providing financial aid to any number of persons forming co-operative stores on the same basis as is now granted for the assisting and building of homes, and that our feeling towards co-operative stores, when operated in conformation with present law regarding same, is not antagonistic.

The meeting was asked for its views as to the feasibility of the excursion of merchants to British Columbia, as asked for by the B. C. Provincial Secretary. This brought out a little discussion, principally as to transportation, and it was felt that going to British Columbia by auto would not be practicable. On the question being put to the meeting, however, the expression was in favor of such an excursion, the principal reasons given being that it would give a stimulus to the work of the Association, and be an aid to the closer co-operation of its members.

Bankruptcy Act

Mr. Saunders referred at some length to the Bankruptcy Act, particularly to those clauses regarding the keeping of proper books of account by merchants, and emphasized the fact that the time had now come when it was absolutely necessary for retailers to keep complete records with regard to their business. Mr. McMicken spoke on the tremendous amount of work the Retail Merchants' Association had done in connection with this Act and the amount of time spent in having such clauses deleted from the original draft as were detrimental to the interests of the retailer.

Board of Commerce Rulings

The subject of Board of Commerce rulings on "price-fixing" was introduced, Mr. McMicken giving an interesting outline of the work of the Board of Commerce to date, and expressed the hope that the mission of the delegates from the various provinces to Ottawa would be successful, which would mean that the worries of the retail merchant from this source would very shortly be at an end.

Election of Executive

The following members were elected to executive office: President, Mr. H. Shaw (Assiniboia); first vice-president, Mr. J. T. Scott (Willow Bunch); second vice-president, Mr. A. S. MacDonald (Expanse); treasurer, Mr. D. McA. Ross (Assiniboia).

Implement Dealers

A number of implement dealers were present and Mr. McMicken explained the difficulties the Association had encountered in dealing with matters between the dealers and the wholesale houses. He dealt with the discussion which took place at the Provincial executive meeting held at Regina on the 5th inst., and stated that the Provincial executive had decided to place a man fully conversant with the implement trade in the office at Saskatoon to take care of matters pertaining to this particular section of the trade so that they would be in a position to render the maximum of service and endeavor to reach a solution of the implement dealers' problems.

Early Closing and Weekly Half-Holiday

The question of closing hours created considerable discussion, and while all the speakers agreed that it would be a good thing if the merchants could come to an arrangement of this nature, it was felt by some that difficulties would be met with. In this connection Mr. Ross fought strenuously for the adoption of a general half-holiday, stating that if this was instituted a great deal could be done by the merchant in bringing the farmer and local dealer closer together, and this would certainly have its effect upon the mail-order business.

Several members cited cases where early closing and half-holidays had been adopted, and it was found that when the customers were educated up to the point of making their purchases between specified hours, that it not only gave the merchant a well-earned leisure hour, made the store employee much happier and more contented, and created in him or her a keener interest in the business, but invariably the store sales increased.

The meeting placed itself on record as approving of early closing and a weekly half-holiday, and that copy of resolution be mailed to each member in the district with a request for an expression of opinion on this matter. The following resolution was passed:

> Resolved that this convention of members of Assinibcia District Branch of the Retail eMrchants' Association places itself on record as being in favor of the early closing of stores and also of the weekly half-holiday, preferably Wednesday afternoon.

Town and Community Building

Mr. Saunders took up the matter of town and community building, and re-

(Continued on page 140)

TO A DOOR

ALL outside and many inside doors should be hung on three butts. The use of the third butt keeps doors from warping, binding and sticking. The weather acts upon the wood and the third butt holds the door in line.

STANLEY BUTTS

come packed three in a box in addition to the regular packing of one pair in a box. Many of your contractors and carpenters have already been won over to the "3-butt" method of hanging doors.

Get your butt buyers into the "3-butt" habit. They will be pleased with the satisfactory results they will obtain from the third butt, and you will increase your butt sales.

We have a folder entitled "3 Butts to a Door." Let us send you a quantity imprinted with your name and address.

THE STANLEY WORKS

NEW BRITAIN, CONN.

NEW YORK
100 Lafayette Street

CHICAGO
73 East Lake Street

Canadian Representatives:
A. Macfarlane & Co., Coristine Bldg., Montreal

Liquid Granite

is one of the unique group of finishes that includes Luxeberry White Enamel, Luxeberry Wood Finish, Berrycraft Stain Finish, Luxeberry Spar Varnish, etc. These finishes have made the name of Berry Brothers a household word among architects, painters and home builders. This is why all "Berry" products are so safe to recommend and easy to sell.

Partial List of Distributors of Berry Brothers' Products:

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood-Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A Gillies Co. - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.
A. M. Bell & Co., Ltd. - - Halifax, N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd, Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Townsend Paint Mfg. Co. - Montreal, Que.

BERRY BROTHERS INC

World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Feb. 19. — Paint markets are ruling steadily firm, and while there is but one change of price in staple lines, that of an advance for turpentine of 10c, the linseed oil situation denotes great firmness. The storms of the past few days have interfered with flax deliveries and this means that the crushers are short of supplies and that only limited quantities of oil can be delivered. The putty situation is strong. Due to the great scarcity of pig lead, and a consequent advance in the basis, it begins to look as though there may be an early advance for white lead in oil, and probably for dry white lead. Movement of prepared paints and specialties in execution of booked orders for spring, is said to be very heavy. The markets all around show continued strength.

Linseed Oil Scarce and Holds Its Price

Montreal.

LINSEED OIL.—Scarcity of flaxseed is even more manifest this week than it has been and there is unlikely to be any improvement while such serious weather conditions prevail. The transportation problem is a real one and severe snow storms have blocked traffic. Prices are unchanged this week, but the difficulty of supplying any but limited quantities of oil is increasing. Crushers express the hope that this situation will be relieved after the first of March, but much depends, of course, upon the improved state of weather.

	Imp. Gal.	
Raw—		
1 to 2 barrels	....	2 50
3 to 4 barrels	....	....
Boiled—	**Imp. Gal.**	
1 to 2 barrels	2 52½	2 53
3 to 4 barrels	....	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Higher Turpentine and Light Supplies

Montreal.

TURPENTINE.—Supplies of turpentine are hard to obtain, more or less, and the higher exchange rates and difficulty of getting shipments forward all have contributed to an advance this week, which makes a narrowed range of quotations. The low basis for single barrel lots is now $3.20 per gallon, with the usual differential for small lots.

Turpentine—	Imp. Gal.	
Single barrels	3 20	3 25
Small lots	3 27	3 32

(Packages extra.)

Normal Putty Sales At Unchanged Prices

Montreal.

PUTTY.—No change has been made in the putty basis, and there is a fair and seasonable amount of business coming to the jobbers. The high basis for linseed oil and the continued scarcity and high prices for whiting make for a firm undertone, which now obtains in this market.

	5 ton	1 ton	Quanty.
Bulk, in barrels	5 50	$5 75	$6 10
Do., ½ barrels	5 65	5 90	6 80
Do., 100 lbs.	6 30	6 60	6 95
Do., 25 lbs.	6 60	6 85	7 20
Do., 12½ lbs.	6 85	7 10	7 45
3 and 5 lb. tins	8 60	8 85	9 30
1 and 3 lb. tins	9 10	9 35	10 70
Do., in 100 lb. cases	7 65	7 90	8 25

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

White Lead Basis Very Firmly Held

Montreal.

WHITE LEAD IN OIL.—Pig lead has advanced materially of late and is now hovering around the $12 mark. Will the corroded lead go higher? This is the natural trend of the market, and while no change is yet recorded, the tendencies of pig lead are so high that lead in oil may be again revised upward. The market undertone is decidedly strong. Prices remain at $17.50 and $18.35 per 100 lbs., in five ton, ton, and less than ton lots, respectively.

Orders Being Filled For Prepared Paints

Montreal.

PREPARED PAINTS. — Decided activity prevails in the prepared paint and specialty markets, and manufacturers are extremely busy forwarding supplies to their various customers and dealer agents. The demands have been heavy and all indications assure the trade of the biggest season on record. It is a matter of getting the goods in ample quantities, now, to meet the trade needs. Some difficulty is being experienced in getting normal transportation.

Bigger Insecticide Orders Are Placed

Montreal.

INSECTICIDES.—The demands for Paris green and other insecticides are greater than ever this year and will continue to be heavy, it is thought, owing to the adverse exchange rates which are ruling. The supplies may be ample to meet trade needs, but a shortage may develop. Prices are bound to rule high and there may be a revision upward any time, and without notice.

TORONTO

TORONTO, February 19. — The paint market throughout is showing considerable firmness. Linseed oil is the feature of the week having advanced 13 cents per gallon. Turpentine, rosin, shellac, paint, white lead in oil, are all firm. Paint is moving very freely and many are receiving spring shipments. Collections are reported very good.

Shellac Prices Firm; Gum Hard to Procure

Toronto.

SHELLAC is held at a very firm figure. Gums are said to be scarce. It is stated that importers are only buying to cover their booked orders, and it is understood they are not stocking as usual. This may account for the scarcity on this market for a spot delivery. The present quotations are: Shellac in barrels, white, $9.75; orange, $9 per gallon. The single gallon price being: White, $10.15 per gallon; orange, $9.40 per gallon.

White Lead in Oil Firm; Price Remains Unchanged

Toronto.

WHITE LEAD IN OIL is being held at a firm price, although no change up to the present has been noted. The spring buying in this line is said to be heavy and many are looking for a record year. The present prices being charged are $18.35 per hundred pounds in ton lots, less than ton lots of course are 35c advance over this price.

Paint Prices Firm; Large Volume Moving

Toronto

PAINT.— Prices, although very firm, remain unchanged. Jobbers are very well satisfied with the business up to date and state that it is a long time since their sales for this period of the year have been so heavy. Some state that in their opinion the most of these orders are not for excessive stocks and that, while the buying is heavy, it is their

One dealer

Reaps the Harvest

"I beg you do not linger"
Advises Winthrop Wise.
"But hasten now and grasp it
This line called ***KYANIZE.***"

The full force of all Kyanize Advertising in big space in the big magazines is focussed directly on ONE EXCLUSIVE AGENT only in each locality.
Perfectly dove-tailed plans combine to bring you (if you are the Kyanize Exclusive Agent) the cream of the varnish and enamel business in your town.

Kyanize

KY-AN-IZE

The Business-Building Varnishes and Enamels

Bigger advertising plans than ever are under way. Winthrop Wise, the Kyanize salesman extraordinary, is back. All the old Kyanize Agents know what that means and the new ones soon will learn.

NOW'S the Time--Write for Particulars

In towns where there is now no Kyanize agency an opportunity awaits some live dealer. Perhaps you're the man. Write us to-day, a postal will do, for full particulars. Just say: "Send me details on the Kyanize Agency." Now's the time to grasp this opportunity.

Canadian Distributors:

J. H. Ashdown Hardware Co., Ltd. Calgary, Winnipeg, Saskatoon
Bogardus, Wickens, Ltd. Vancouver, B.C.
Sturgeons Limited Toronto, Ont.
Robertson, Foster & Smith, Ltd. Saint John, New Brunswick

SAN FRANCISCO
Warehouse and Office
269 EIGHTH STREET

Boston Varnish Company
EVERETT STATION
Boston, Mass. U.S.A.

CHICAGO
Warehouse and Office
519 W. ROOSEVELT RD.

opinion that the merchant in most cases can see sales ahead for what he has ordered. Present indications point to a large amount of building this year and everything seems to hinge on the possibility of the builders being able to procure their supplies, which on some commodities are reported rather scarce. This pertains to a large extent to those goods whose basic materials are iron or steel.

Window Glass Firm; Shortage Not Overcome

Toronto.

WINDOW GLASS is reported scarce and the demand is said to be greater than the supply. This, then, may be an indication of conditions during the coming season, as it is customary to stock warehouses at this season of the year in preparation for the heavier demands during the spring and summer season. The discount is quoted at 15 per cent. off for double and single diamond, and 40 per cent. off for sheets.

Putty Demand Seasonably Falling Off

Toronto.

PUTTY prices remain firm although they are unchanged. Although the sales have dropped off considerably and slower movements are being noted they are said to be very satisfactory for this season of the year, which is usually very quiet for this line. The following are the present quotations:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 85	$6 10	$6 45
Do., 100 lb. iron	6 70	6 95	7 30
Do., 25-lb. iron	6 95	7 20	7 55
Do., 12½-lb. irons	6 70	7 45	7 80
Bladder, in barrels	7 60	7 85	8 20

Linseed Oil Prices Advance 13c Gallon

Toronto

LINSEED OIL prices have advanced 13 cents per gallon. The new high price is said to be a firm one. Flax is coming along not too freely. Some are of the opinion that linseed oil will be firmer and perhaps higher rather than show any signs of decline. The following are the present quotataions:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 70	2 75
3 to 5 barrels, gal.	2 69	....
10 barrels and over	2 68	....
	Boiled	
1 to 2 barrels, gal.	2 73	2 78
3 to 5 barrels, gal.	2 72	....
10 barrels and over	2 70	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Turpentine Firm ; Quoted at Firm Price

Toronto.

TURPENTINE is held at a firm price. No lower prices are at present expected. Some are not looking for any lower prices till the new crop commences to arrive. The following are the present quotations:

Turpentine—	Per Imp. Gal.
1 barrel lots	3 25
2 to 4 barrel lots	3 24
5 gal. lots	3 40

How Can Linseed Oil be Lower? Queries the Oil Crusher

Seed is Scarce and Hard to Get and the Demands Will be So Heavy in April and May That the Market is Bound to be High

"THERE will be no change in the price of linseed oil—no lower quotations, at least, are possible. There has been much booking of orders for forward delivery; seed is scarce and hard to get, and the demands will be so heavy in April and May that the market is bound to rule high."

That is the view of one large crusher who referred, when making these observations, to the present tie-up through bad weather, of transportation facilities. "There is no seed moving; things are at a standstill in this respect."

As to the demands of the coming season, it was further pointed out that these would be heavy and that there was really every reason to anticipate a big buying season. Actual painting has been so long deferred—in some cases for four and five years, that it must now be proceeded with. This entails a big strain on the crushers. who will have their hands full when seed begins to arrive and transportation facilities are aagin nearer normal. The tendencies point strongly to a steadily high market.

ASSINIBOIA DISTRICT BRANCH OF R.M.A.

Continued from page 136

marked that this was a question upon which the Association was greatly interested, as it was felt that a great deal could be done by the merchants in their several communities which would work out to their own benefit, and in the elimination, to a great extent, of the mail-order business which is at present undermining the whole of Western Canada.

The chairman spoke very convincingly in this regard, and stated that to accomplish anything it was necessary that all merchants should get together, and there was no question in his mind that if the 300 merchants in this district would realize their responsibilities along these lines and co-operate one with another, that the mail-order houses would very soon feel the effects of our concentrated effort.

Unfair Prosecution

Dealing with the question of unfair prosecution, the following resolution was passed:

Resolved that the merchants in Assiniboia District Branch of the Retail Merchants' Association strongly object to the present system of the inspection of scales, whereby each member is assessed individually for cartage in connection with the Weights and Measures Inspector, and recommend that henceforth the expense in connection with inspection be borne by the Government. Further, in view of the fact that several merchants have been prosecuted for the sale of articles which did not conform to the Pure Foods Act in respect of requirements over which they had no control, be it resolved that the Government be asked to see that a law be passed compelling the manufacturer to put a stamp on all goods showing that they conform to the Pure Foods Act of Canada.

It was moved by Mr. Bourassa (La Fleche), seconded by Mr. MacDonald (Expanse), that the next meeting be held at Assiniboia some time in May, about a month before the Provincial convention to be held at Moose Jaw.

Mr. McMicken stated that the next Provincial convention was going to be a big one, and asked this district to see that it was fully represented, explaining that the different sections of the trade would be aggregated to discuss their various problems, frame resolutions, and lay them before the general convention.

The newly-elected members of the district executive in turn thanked the meeting for the confidence placed in them, and stated their intention of doing everything in their power to forward the work of this district movement.

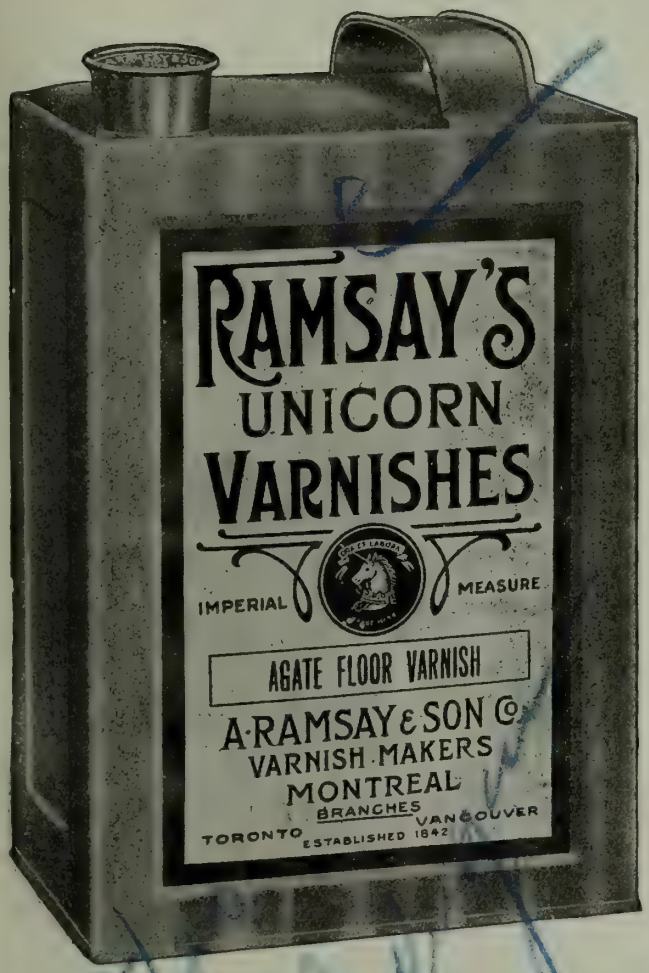
A hearty vote of thanks was tendered to Mr. McMicken for attending and presiding at the meeting.

The visting members were entertained to dinner at the Patricia Cafe by the local members of Assiniboia.

New Prices to Rule on Hockey Sticks

HARDWARE AND METAL understands that hockey sticks will be extremely high this season. Raw material, which was costing $60 last year, is now costing $100, and this is but an indication of the higher prices which are bound to rule. Rock elm is very hard to obtain in United States, and owing to this scarcity prices have been boosted in that market. Added to this the abnormal exchange rate helps to make the situation which is unprecedented. It is stated that dealers are well cleaned up and jobbers have very little on hand. For the coming season those who face the puck will have to face the music of higher prices also.

"Save the surface and you save all" *Paint & Varnish*



The All Canadian Manufacturers of Paints and Varnishes Since 1842.

Ramsay's Varnishes

Are being much thought of just now by consumers who plan to build this Spring —a season that promises to smash all building records.

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 78 years.

Toronto **MONTREAL** **Vancouver**

DISTRIBUTERS.—Edmonton District: Revillon Wholesale Limited, Edmonton. **Calgary District:** The McDonald-Baker Co., 818 Eighth Ave. W., Calgary. **Nova Scotia District:** Jas. Simmonds, Limited, Halifax, N.S.

Save the surface and you save all Paint & Varnish

Something for your Customers

HE B-H agency is of great mutual advantage to you and your customers.

It not only places on your shelves a complete line of products of the finest quality obtainable anywhere, giving your customers a large percentage of surface protection of house exteriors and interiors—BUT—in addition it opens up a fresh source of revenue for yourself.

BRANDRAM-

MONTREAL HALIFAX ST. JOHN
MEDICINE HAT CALGARY

Save the surface and you save all Paint & Varnish

— and Something for You

EVERY agent, whatever the size of his account with us receives the full benefit of our regular campaigns of advertising—in other words, we not only manufacture the goods but we also create the demand for them.

Altogether the B-H agency proposition is a very attractive one. Suppose you write us today for particulars.

-HENDERSON LIMITED

TORONTO
EDMONTON
VANCOUVER
WINNIPEG

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Ammunition, in cases. Discount 30/10/20%.

Terms—Metallics and shot shells. 60 days net, 2% 30 days. All goods f.o.b. factory.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless, $72.25 per M; 303 Savage, $72.25; 303 British, $95: 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, **$3.60**; **Nos. 1 and 2 (100 in box), $3.80**; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, 100 in box, **$3.80**; Berdan Nos. 1, 1½, 2 (250 in box), **$3.60**; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, **$6.50**; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; **buck and seal, 80c; No. 28 ball, $1.20** per 100 lbs.; bags **less** than 25 **lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.**

AXES

Single Bits, doz.	$15 50	$16 50
Hunters' Axes	12 00	13 00
Boys' Axes	13 00	14 00
Double Bit	21 50	22 50

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 2, doz.	**20 00**
No. 3, doz.	**22 50**
No. 4, doz.	**24 50**

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)

No. 1 x 40, lb.	**$4 00**
No. 2 x 50, lb.	**5 00**
No. 3 x 60, lb.	**7 50**
No. 4 x 100, lb.	**10 00**

F.O.B Montreal, Toronto.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, **10%**.
Side Lace Leather, lb., **$2.00**.
Cut Lace Leather, lb., **$2.40**.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	6.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, 5%.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, net.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 10	$9 10
1—18 x 24	10 25	10 25
2—18 x 28	11 50	11 50
3—20 x 30	13 25	13 25

BOARDS, IRONING

	Dozen
No. 1, Daisy	$27 60
No. 10, Daisy	32 00
No. 31,	11 00
No. 33	17 00
No. 35	33 00
No. 36	37 00
Perfection	34 50

BOARDS, SKIRT—

No. 11, doz. 12 60

BOARDS, SLEEVE—

No. 3 dozen $ 6 00

BOARDS (Wash) Zinc

	Doz.
Baby Globe	$2 50
Beaver (brass)	7 75
Canada Glass	6 60
Competition Globe (metal)	4 25
Diamond King (glass)	7 00
Enamel Queen	8 50
Glass Globe	7 00
Improved Globe	5 40
Jubilee	6 05
Neptune	5 15
Newmarket King	6 05
Original Globe	5 90
Pony	2 60
Royal Globe	5 40
Solid Back Globe	5 90
Standard Globe	5 15
Surprise	3 50
Supreme Zinc	5 15
Western King (enamel)	8 50

F.O.B. Newmarket.

BOILERS (Range)

30-gal., extra heavy	$14 00
30-gal., standard	12 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 20%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 10%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 5%.
Elevator Bolts, large head, 5%. corrugated head, 40%.
Fancy Head Bolts, 5%.
Shaft Bolts ($3 list), 5%.
Step Bolts, large head ($2 list), 5%.
Whiffletree Bolts, 5%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list, $1.75.
Nuts, hexagon, tapped, add to list, $2.00.
Stove Bolts, 55%. Tire Bolts, 40%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 37
Rods, base ½ to 1 in., round	0 35
Tubing, seamless, base	0 43

F.O.B. Montreal and Toronto.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 5%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844	add 25%
No. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

	Dozen
Step ladder	$33 00
Step ladder stools	18 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLOCKS—ALARM—

Big Ben $3 75
F.O.B. Montreal, Toronto, Hamilton.
Good Morning, each 1 60
Lookout 2 00
Sleepmeter 2 15
Hamilton

CLOTHES BARS AND DRIERS

	Per Doz.
Leader Clothes Dryers	$10 85
Clothes Bars, Nos. 1 and 3	11 00
No. 2	13 80
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSES, Etc.

	Folding	Extension
4 ft.	$10 75	$21 50
5 ft.	13 50	27 00
6 ft.	16 50	33 00

CLOTHES LINES (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$21.50	
¼ in.	18.90	
5-16 in.	16.25	$15.75
⅜ in.	11.40	14.05
7-16 in.	11.15	13.80
½ in.	10.70	13.60
⅝ in.	11.00	13.20
¾ in.	10.20	12.60
⅞ in.	9.95	12.35
1 in.	9.70	12.25

F.o.b. Montreal and Toronto.

Electric Welded

	Proof	B.B.B.
⅛ in.	$18.95	.....
3-16 in.	18.00	$22.75
¼ in.	16.50	19.50
5-16 in.	13.80	15.70
⅜ in.	10.80	....
7-16 in.	10.20	.....
½ and ⅝ in.	9.95	.....

F.O.B. Toronto, Montreal.

Cow ties, net list; trace chains, list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 20%; stall fixtures, No. 1, or or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$1 65
No. 121	2 10
No. 127	2 40

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 41	0 39
Soft sheets, base 16 oz. and heavier	0 42	0 40
Tubing, lb.	0 46	0 45

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 04
No. 7, lb.	1 03
Nos. 8, 9, 10, 12	1 02

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.	$34 80
2 ft. 10 in., doz.	35.40
3 ft. x 7, doz.	36.00

F.o.b. Toronto.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	[illegible]
⅜	.80	[illegible]	[illegible]
13/32	.85	⅞	2 1[illegible]

THIRTY-FIVE
Years' Reputation

Is back of every pound of

Harris Heavy Pressure
BABBITT METAL

And the same applies to all the goods we make

WE ARE THE LARGEST MANUFACTURERS of White Metal Alloys IN THE DOMINION and can give you close prices on

Babbitt **Solder**
Lead Pipe **Sheet Lead**

And All Ingot Metals

LET US KNOW YOUR REQUIREMENTS

The CANADA METAL CO., Limited

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans
and
Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.
MONTREAL

Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

The Better Grades of Paint and Paint Products—for the Better Class of Trade

We distribute at lowest manufacturers' prices

PRATT & LAMBERT VARNISHES

The famous "61" floor Varnish. Vitralite—the long-life Enamel. Effecto Auto Finishes.

ALABASTINE

The widest advertised and easiest selling Paint Product.

LINGERWETT

The "canned lightening" Remover is 100% efifcient.

The exclusive agency in your town for

CROWN DIAMOND PAINTS

is a most valuable one—giving you a larger profit and your customers some relief from the H. C. of L.

LUCAS' FRENCH IMPERIAL GREEN

The leading Green in the markets of the world.

CROWN DIAMOND WHITE LEAD

Mumm's Wall Size—Lead Oil—Old English Floor Wax—Johnston's Floor Wax — Valspar — Liquid Veneer — O-Cedar Oil—Lepage's Glue—3-in-1 Oil—Stickfast Paste—Cleveland Cleaner — Samoline Cleaner — Grasso Metal Polish.

"Save the surface and you save all" Paint & Varnish

GLASS — BRUSHES — SPONGES — GLUE — DRY COLORS—WHITE LEAD—SHELLAC — PAINTERS' SUPPLIES

You'll be interested in our liberal offers. Write today. Our new Pane List on Window Glass mailed on request.

Stewart & Wood, Limited
Toronto

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 45%
Blacksmiths', ½-in. shank... 35%
Straight Shank 35%
Straight Shank, wire........ 35%
Taper Shank 35%

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30 and 2½%
Black Diamond	30 and 2½%
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 5%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

Class—	Black	Galv.
A	0 60	0 75
B	0 27	0 37
C	0 18	0 27

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 30%.

Standard couplings, 4-in. and under, 30%.

4½-in. and larger, 10%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRILLS, ELECTRIC

Single heat, round, each.....$10 80
Three heat, round, round..... 12 80

Discount 20 and 5%.

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Bi-Treadle, each 7 00

F.o.b. Toronto.

HALTERS (SNAP AND RING) Doz.

Russet rope shank, 1".$11.25-$12.75
Perfect, No. 1½ 13 20-13 80
Russet rope shank, 1¼ in.. 13 85
Black rope shank, 1 in.... 13 75
Black rope shank, 1¼".12.50-13 85
Hand sewn, no shank, 1 in. 17 40
Hand sewn, no shank, 1¼". 18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36
F.o.b. Toronto. London—7-16 in., $9.10 doz.: ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt..$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs and under... 22 50
Napping, up to 2 lbs.. .... 25 00
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall D handles, plus 10%. All other handles plus 10%. All doubletrees, 2½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net list. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 20%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Canada	12 50
Hatch	12 75
National	14 50
America	16 50
Great West	30 00
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices. Figured Net list.

	Strap Doz.	Tee pairs.
4-inch	$ 2 25	$ 1 91
5-inch	2 78	2 40
6-inch	3 00	3 08
8-inch	4 05	3 10
10-inch	7 20	3 50
12-inch	8 93	8 70
14-inch	....	....

Light, Net Prices. Figured net list.

3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 40	$5 00-$5 50
No. 3, per doz.	4 50	5 50- 6 40
No. 4, per doz.	4 60	6 00- 7 40
Little Giant	6 25	....- ....
Barden Patent	6 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft..$20 00
Corrugated, ⅝ in., 100 ft.. 23 00
Corrugated ¾ in. 26 00
Corrugated, 1 in., 100 ft.. 28 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 05
Mrs. Potts, No. 50, nickel-plated, set	2 25
Mrs. Potts, handles, japanned, doz.	1 40
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up..	7 00
Sad irons, common, plated.	5 50
Princess Electric, each.$4 00	4 10
Canadian Beauty Electric Irons— Style A	$4 71
Style B	5 08
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point $14 75
Lightning 13 25
Heath's 13 25

LADDERS, Etc.

Step Ladders Per ft.

Standard	0 35
Crescent	0 30
Household	0 26
Faultless, 4 to 10 ft. only	0 35
Ontario, 4 to 10 ft. only	0 32
Shelf Lock, 4 to 8 ft. only	0 27
Gardner, No. 1	0 23
Do., No. 2, bolted	0 25
Dominion, No. 3	0 26
Do., No. 4, bolted	0 29

Single and Fruit Picking

10 ft. to 16 ft. .... 24c ft.
18 ft. to 20 ft. .... 25c ft.
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft

20 to 32 ft.	$ 0 26	$0 27
36 to 40 ft.	0 28	0 30
44 ft.	0 30	0 33
Over 44 ft.	0 42	0 40
Special quality, 20 to 40 ft.		0 35
Three section extension		0 35

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain $12 50
Do., Japd. 13 25
Long Globe, plain 12 50
Do., Japd. 13 25
Dash, plain 15 50
Do., Japd. 16 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short $1 15
Cold blast 1 00- 1 10
8 doz. cases, $1.10 doz.; 6 doz. cases, $1.05 doz.
Cold blast, genuine ruby....$4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz

Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 3 00
Steel Thumb, No. 4......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
Playtime, engine drive	26 00
Ideal Power	30 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 1	13 00
Popular, No. 2	12 50
Economic	15 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Low pressure water motor washer, each	31 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 30%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz

Tinsmiths, 2½ x 5½ in.......$2.40
Carpenters', No. 3 .... 5.80
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $14 25
Pick, doz. 14 25
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS

Liquid Veneer $14 00
O-Cedar, doz. net $12 60
S.W. Mops, complete, doz.5 25 5 40
Mop Sticks, doz., No. 8.... 2 00
Cast Head Mop, doz......... 2 00
Crescent, doz., No. 10..2 50 3 25
Crank wringing, doz........ 8 25
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 35%
Woodyatt 25%
Empress 25%
Mayflower 25%
Star, Ontario, Daisy 20%
F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound. $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, $5.30.

Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory; no freight allowance

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London

Cut Nails—$5.85 base, f.o.b. Montreal. No equalization of freights.

London, $6.25 base.

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box. F.o.b. Montreal, Toronto, Hamilton. $11.75.

A SPLENDID MEETING TAKES PLACE

When the dealer links up with the "NEW ERA" line of paints. When this happens a life-long friendship is established, pleased customers bringing added business and increased profits year by year.

ASTONISHING STATEMENTS can be made by the dealer when he displays **WINDSOR SOLVENT STAINS**, statements which can be proved to the limit, the results obtained from the use of these beautiful stains being just as remarkable as any claims made for them. **THEY COLOR THE WOOD UNDER EXISTING VARNISH SURFACE WITHOUT DESTROYING THAT SURFACE.** Each person who sees a demonstration of these stains becomes a voluntary advertiser for your store.

These lines are **MONEY-SAVERS** for your customer-friends, they are **MONEY-MAKERS** for you. If you are not already in the list of our distributors send us to-day a request for our interesting proposition.

Standard Paint & Varnish Co., Limited

WINDSOR, ONTARIO

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$24 00
No. 6	23 00
No. 7	22 00
No. 8	21 00
Nos. 9 to 12	20 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 60
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mess and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM

Best (American)	$22 00
Clipper (spun)	22 00
Clipper (unspun)	20 50
U.S. Navy (spun)	.....
U.S. Navy (unspun)	.....
Plumbers (spun)	11 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 24½
Palacine, gal.	0 27½
Gasoline, net, gal.	0 35
	Gallon
Black oil (summer)	0 14½
Black oil (winter)	0 15
Imperial Kerosene Tractor	0 69
Capital cylinder	0 64½
Machine oil, regular grades	0 40
Standard gas engine oil	0 42
Parafine	0 23½

List, less 15% on above.

Polarine Oil, list	1 00
Polarine Oil, heavy, list	1 00
Polarine A, list	1 10
Gargoyle Mobiloil E and Arctic	1 40
Gargoyle Mobiloil, B	1 80
Gargoyle Mobiloil BB	1 75
Gargoyle Mobiloil A	1 50

List, less 25% on above.

Fuel oil, bbls. net	0 11½
Fuel oil, tank cars, net	0 09½

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER

Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 30	
Dry Fibre, No. 2, Anchor	0 80	
Tarred Fibre, Anchor, No. 1	1 40	
Tarred Fibre, Anchor, No. 2	0 97	
Empress Sheathing	....	
Rosin Sized Sheeting, red	....	
Do., blue	1 10	
Surprise Fibre	0 87	
"Stag" Sheathing	0 87	
Tarred felt, per cwt.— 7, 10 and 16-oz.	5 30	
Cyclone (dry)	1 23	
Cyclone (tarred)	1 33	
Joliette (dry fibre)	0 72	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	6 50	
Straw, sheathing, heavy, dry, cwt.	4 85	
Do., tarred, per cwt.	5 00	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 50
4 gross (cartons), 4 in.	1 75
Spring, 2 grs. box	1 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 43—Feb. 3, 1920

Standard Buttweld

Per 100 feet

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛-in.	$ 6 00	$ 8 00	$.....	$.....
¼-in.	4 83	6 96	5 31	7 44
⅜-in.	4 83	6 96	5 81	7 44
½-in.	6 42	7 99	7 10	8 67
¾-in.	8 11	10 24	9 03	11 16
1- in.	11 99	15 13	13 35	16 49
1¼-in.	16 22	20 47	18 06	22 31
1½-in.	19 39	24 48	21 59	26 68
2- in.	26 09	32 93	29 05	35 89
2½-in.	41 24	52 07	....	....
3- in.	53 93	68 09	....	....
3½-in.	68 54	85 56	....	....
4- in.	81 21	101 37	....	....

StaSndard Lapweld

Per 100 feet

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2- in.	$29 79	$36 63	$33 49	$39 96
2½-in.	43 58	54 41	49 43	60 26
3- in.	56 99	71 15	64 64	78 80
3½-in.	70 38	87 40	79 58	96 60
4- in.	83 39	103 55	94 29	114 45
4½-in.	95	1 19	1 20	1 45
5- in.	1 10	1 39	1 40	1 69
6- in.	1 43	1 80	1 81	2 19
7- in.	1 87	2 36	2 34	2 83
8-L in.	1 96	2 48	2 46	2 98
8- in.	2 26	2 85	2 84	3 43
9- in.	2 71	3 42	3 40	4 11
10L in.	2 51	3 17	3 15	3 81
10- in.	3 23	4 08	4 06	4 90

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto. Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Net list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS. CORN

King of Field, dozen	$11 25
Triumph, doz.	9 40

PLATES, CANADA

Prices nominal,	Montreal,	Toronto
Ordinary, 52 sheets	....	....
Do., 60 sheets	....	....

PLATES, COKE, TIN

Per box

	Tor.	Mont.
IC, 20x28 base	....	....
IX, 20x28 base	....	....
IXX, 20x28 base	....	....
IXXX, 20x28 base	....	....

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets	$22 50

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

4-oz. bottles, doz., list	3 00
12-oz. bottles, doz., list	6 00
1-qt. can, doz., list	15 00
½-gal. cans, doz., list	24 00
1-gal. cans, doz., list	36 00

Discount, 30%.

Liquid Veneer—	
4-oz., doz.	$2 40
12-oz., doz.	4 80
32-oz., doz.	9 60
64-oz., doz.	....
128-oz., doz.	....

F.o.b. Toronto. London.

POLISH, METAL

Bon-Ton

Size Case	Doz.	Case
¼ pts., 3 doz.	$1 15	$3 40
½ pts., 3 doz.	2 10	6 00
Pints, 2 doz.	3 15	6 00
Quarts, 2 doz.	4 65	9 00
½ gal., 1 doz.	8 40	8 40
Gal., ½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 80	$3 15
No. 2	3 10	3 50
No. 3	3 45	4 05

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 5%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square

	Toronto
Samson, 1-ply roll	2 55
Samson, 3-ply, roll	3 00
Samson, 3-ply, roll	3 55
R. S. Special, 1-ply	2 25
R. S. Special, 2-ply	2 50
R. S. Special, 3-ply	2 75
	Montreal
Everlastic, 1-ply	$2 25
Everlastic, 2-ply	2 50
Everlastic, 3-ply	2 90
Panamoid, 1-ply	2 15
Panamoid, 2-ply	2 50
Panamoid, 3-ply	2 90
Red Star Ready Roofing, 2-ply	1 95
Do., 3-ply	2 30
Liquid roofing coating, per gal., in barrels	0 55
5 and 10 gal. lots, per gal.	0 70
1 gal. cans, gallon	0 90
Coal Tar (refined), bbl.	8 50
Coal Tar (crude)	7 25

F.o.b. Toronto and Montreal.

ROPE

	Lb
Pure Manila basis	31
Beaver Manila basis	26
New Zealand hemp basis	26
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis	On application
Cotton, ⅛ in.	0 83
5-32 in.	0 82
3-156 in.	0 82
¼-in. and up	0 81

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 761 (61), $2.90; 851 (51), $3.65; 771 (84) $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 762B (7) $6.50; 386 (32), $7.60; 3851 (66½) $6.65; 465 (69), $1.95; 171 (36) $5.00.

F.o.b. Montreal, Toronto, London.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge, Steel	$4 90
103, 50 ft. Reliable Jr., Steel	4 95
243, 50 ft. Rival, Steel	4 25
1243, 50 ft., Rival Jr., Steel	3 95
603, 50 ft., Metallic	3 45
604, 66 ft.	3 85
403, 50 ft., Linen	2 40
	Dozen
713, 50 ft., Ass Skin	6 60
714, 66 ft., Ass Skin	7 75
143, 3 feet, Steel Pocket	7 50
145, 5 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$7 25	$0 80
10 lb.	9 75	0 30
240 lb.	16 50	0 50
600 lb.	37 00	1 00
1200 lb.	46 00	1 00
2000 lb.	65 00	1 00
2000 lb. Drop lever	74 00	1 00
10-lb. Household	....	0 10
25-lb. Household	....	0 30

Champion, 5%; standard scales, discount, net list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

TRADE MARBLE'S MARK

Sportsmen's Specialties

Are Good Repeaters

There is no better line for the dealer, because outdoor men like Marble's goods—that means repeat sales. This year promises to be one of the greatest in sporting goods history. Stock the Marble line—order early, through your jobber, or direct. These prices are list—liberal dealer's discounts.

Marble's Safety Fish Knife —A great seller, because its an all-round knife. Cuts, rips, scales—safe as a one-piece knife when open, blade entirely protected by handle when folded. List price, $1.50.

Marble's Clincher Gaff—Swift, safe, sure—sells instantly. Holds any fish from ½ to 20 lbs.—he can't twist out; will not tear. Polished steel, heavily nickeled—strong, durable. 18. in. long, 7⅛ in. between points. List price, $1.10.

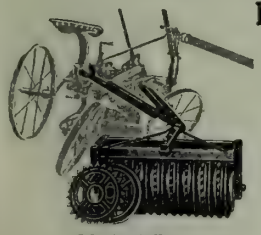
Marble's Handy Compass — Never goes wrong, cannot demagnetize. **Pocket Compass,** stationary dial,, $1.10, revolving dial, $1.40. **Safety coat compass** — stationary dial, $1.40, revolving dial, $1.65.

Be sure you have the Marble catalog.

Marble Arms & Mfg. Co.,
5350 Delta Ave., Gladstone, Mich.

Plow Attached Packers and Harrows

WE MAKE THE BEST LARGE PACKERS SOLD



MULCHER.

LEADERS IN OUR LINES

Write for Price List and Catalog

PLOW HARROW

Surface and subsoil also supplied when called for.

CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG

H.R.S & Co.
Regd. Trade Mark

HARDWARE
HEAVY & SHELF

METALS
ALL DESCRIPTIONS

Henry Rogers, Sons & Co., Ltd.
Estab'd 113 Years
WOLVERHAMPTON, ENGLAND
Harry F. Moulden & Son, Winnipeg, Man.

Beatty Bros. Limited Bulletin

Sell Ladders for House Cleaning

Mr. C. M. Rief

One of our Montreal Branch men whose trade takes a lot of iron bound ladders. There are 75 salesmen on our sales staff.

Every woman needs a reliable ladder for house-cleaning time. It is surprising the number of women who haven't one. Either they use a rickety old death-trap that has been around the house for a generation and risk serious injury from a fall, or they climb on tables and chairs and injure the furniture. Get up a window display featuring BT Iron Bound Ladder for house cleaning. It will bring business.

The BT Iron Bound is the best to show because it is the strongest and safest.

BEATTY BROS, LIMITED

Winnipeg, Man. Fergus, Ont. Montreal, Que.
Edmonton, Alta. London, Ont. St. John, N.B.
Vancouver, B.C. 19 Holborn Viaduct, London, England.

SCREWS, WOOD BENCH
Dozen $7 30

SCYTHES Doz.
Cast Steel $16 75
Golden Clipper 16 75
Little Giant 17 75
Bush 16 25
F.O.B. London, Toronto, Montreal.

SNATHS Doz.
00 Patent $13 75
1 .... 13 20
2 .... 12 65
3 .... 11 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

	Premier		Apollo	
10¾ oz....	9 80	10 00	9 50	10 45
U.S. 28 ..	10 20	9 60	9 10	9 75
U.S. 26 ..	8 80	9 30	8 80	9 40
22 and 24.	8 20	9 15	8 65	8 20
18 and 20.	8 00	9 00	8 50	9 00
16	7 80	8 85	8 35	8 80
12 and 14.	7 55	8 70	8 20	8 55

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.
F.O.B. Hamilton and Toronto.

	Queen's Hd.	Fleur-de-lis
28 ga.	$11 25	$10 00
26 ga.	11 00	9 75
24 ga.	10 40	9 70
22 ga.	10 05	9 30
20 ga.	.....	9 10
18 and 20 ga.....	9 85	.....

F.O.B. Montreal.

SHINGLES, METAL
Standard, galvanized $10 00
Standard, painted 8 00
Discount 7½%.

SWEEPERS, CARPET Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing $51 00
Club, jap. Cyco bearing.... 108 00
Champion, nickeled fittings.. 43 00
Champion, japanned fittings 36 00

equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP
Eureka, per M. $15 00
S.M.P., per M. 27 50

STANDS, WASHTUB—
Reversible Drip, each $2.25

STAPLES (Fence—Galvanized)
Kegs $6 85
25-lb. boxes 7 35

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$22 00
Perfection No. 33, 3-burner.. 27 00
Perfection No. 34, 4-burner.. 35 00
No. 22G oven for above stoves 8 25
Discount, 30% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net 4 50
Detroit Glass Front Oven, No. 85, each, net.......... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters. List
No. 525, each ....$ 7 00
No. 580, each 8 25
No. 680, each 10 25
Discount 25% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—
Star, No. 1, doz............ 24 00
Star, No. 2, doz. 24 00
Sun 18 60
Adjustable Pin, No. 44, doz.. 34 50

STRETCHERS, WIRE
Hercules, doz. $2 60
Sampson, doz. 7 60
Universal, nick., Cyco bearing 46 00
Universal, jap., Cyco bearing 39 00

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWEEPERS (ELECTRIC)
Steel frame $36 40
Aluminum frame 43 90
Attachments, set 8 25

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	45	45	45
Draining Tools	45	45	..
Hollow Back Scoops	45	..	45
Sand Shovels	45	..	45
Hollow Back Shovels	45	.	45
Hollow Back Coal Shovels	45	.	45
Riveted Back Scoops	45	45	45
Miners' Spring Point Shovels	45	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.........	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

Grand, nick., Cyco B.B..... 64 00
Grand, jap., Cyco B.B...... 57 00
Grand Rapids, nick., Cyco B.B. 48 00
Grand Rapids, jap., Cyco B.B. 41 00
Parlor Queen, nick., Cyco, B.B. 54 00
Princess, nick., Cyco B.B... 49 00
Standard, nickeled fittings.. 44 00
Standard, jap. fittings 37 00

SIDING, METAL
Standard, galvanzed $8 50
Standard, painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is

F.O.B. Toronto, Hamilton, London

TACKS Discount
Wire Tacks 70%
Revised Hardware Tack List adopted Jan. 30, 1920...... 70%
Double-pointed tacks 65-10%
Shoe findings list adopted Dec. 15, 1919.............Net list
List of Capped Goods adopted Jan. 1, 1916.........70%
F.O.B. Toronto, Hamilton, Montreal and London

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $4 71
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. 0 12

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.			Per 100 ft.
8 in......	$6 90	16 in......	$12 50
10 in......	7 70	18 in......	16 00
12 in......	9 10	Net list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... 3 25
Jump, No. 1 .... 3 45
Hawley & Norton, No. 1..... 4 56
Newhouse, No. 1 .... 6 15
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $20 80
No. 1, per dozen 18 50
No. 2, per dozen 16 20
No. 3, per dozen 13 85
F.O.B. Newmarket.

TWINE (COTTON)
5-lb. sack, 3-ply, lb.....$0 94½-0 95
Cones, 3-ply, lb............. 0 91
Do., 4-ply, lb............. 0 95

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Jenkins Globe ....Net
Standard Gate ....Net
F.O.B. Toronto.

Penberthy Brass Valves
Compodisk Valves 5-2½%
Gate Valves 15%
Regrinding Valves 5%
Swing Check Valves .... Net List

WARES, ETC.
Britannic, 50%.
Scotch Grey Ware, 40 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%.
Canada Ware, list, plus 10%.
Crescent, 40% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list, plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Nickel-plated Ware, 50%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80, 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., in., 2⅛ in., $19.00. Discount 40% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.....	$4.20	$4.20	$5.00
Section, ½lb., per 100 lbs....	4.75	4.75	5.00
Solid, 3 to 30 lbs., per cwt.	3.50	3.50	3.10-4.00

WHEELBARROWS
Navvy, steel wheel, doz......$63 00
Garden Steel, doz........... 72 00
Light garden, doz. 60 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 30
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Annealed base 5 50
Bright base 5 50
Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or case 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 ....$9 00
No. 19 .... 9 50
Fine wire, list plus 30%.
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., doz.................$12 00
8 in., doz.................. 13 50
10 in., doz.................. 16 00
14 in., doz.................. 21 00
18 in., doz.................. 30 00
24 in., doz.................. 43 50
36 in., doz.................. 81 00

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 160 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 149 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 103 50
Eze 99 80
Rapid 90 80
Discounts from above list 30 per cent.

Terms—30 days, less 2 per cent. Freight equalized on quarter dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 247

Greetings to

THE RETAIL HARDWARE DEALERS OF ONTARIO

We again welcome your Association Meeting to our city, and hope your sessions will be helpful and your 1920 business profitable.

To each and every one:-

"May you live long and prosper"

TINKER TOM

Look for Talk No. 248 next week

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE Montreal Toronto
Per lb. 11 12

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ...... 08-09½
Do., pure 11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1 ...... 08-09½
Do., pure 15-17
Imp. green, 100-lb. kegs.... 17-19
Chrome green, pure 19-35
Chrome yellow 25-41
Brunswick green, 100-lb. kg. 10-14½
Indian red, 100-lb. keg... 15-20
Indian red, No. 1, 100-lb. kg. 06-17
Lamp black 23-27
Venetian red, best bright.. 07-09
Venetian red, No. 1 ..... 03½-05½
Drop black, pure dry... 09½-15
Golden ochre, 10-lb. kegs. 08-12
White ochre, 100-lb. kegs. 05½-06
White ochre, barrels 04-04½
Yellow ochre, barrels... 03½-05½
French ochre, barrels...... 08-10½
Spruce ochre, 100-lb. kegs.. 0 07-8
Canadian red oxide, bbls. 02½-04½
Super magnetic red 0 05
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1-lb. tins—
Venetian red 0 25
Indian red 0 36
Chrome yellow, pure...... 0 55
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 34
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 60
Prussian blue 1 20
Chinese blue 1 20
Drop black 0 39
Ivory black 0 40
Signwriters' black, pure... 0 41
Lampblack 0 41
Marine black, 5-lb. irons.. 0 20
F.o.b. Montreal, Toronto

ENAMELS (white) Gal.
Dougall white enamel $8 00
Duralite $7 47½
B-H "White" Enamel 8 00
C.P.C. Albagloss 5 75
Mooramel 7 00
Sunshine, white 5 75
Jasperlac 4 15
Invincible 6 90

GLUE Per lb.
English sheet 0 35
English prima ....
White pigsfoot 0 50
Cake bone, 112-lb. bags.... .30-35
Hide, 112-lb. bags 35-45
Ground glues, 112-lb. bags—
English, per lb............ 28-30
Canadian, per lb. 22-24
Brantford— per case
No. 7, 50 pcks, 1 lb...... $25 00
No. 8, 100 pcks., ½ lb.... 28 00
No. 9, 200 pcks., ¼ lb..... 35 00
Discount.

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	52 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLASS, PLATE Sq. ft.

Plates from—	Mont.	Tor'to
1 to 15 feet	1 65	....
15 to 25 feet	1 95	....
25 to 50 feet	2 15	....
50 to 75 feet	2 20	....
75 to 90 feet	2 25	....
90 to 100 feet	2 30	....

Above prices are net, f.o.b. Montreal Freight charges and casing extra.
Owing to prevailing conditions in the present plate glass situation Toronto quotations have been withdrawn and prices are being quoted on the receipt of specifications only.

GLAZIERS' POINTS
Zinc coated, $1.44 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$18 00	$18 35
Crown Diamond, pure	18 00	18 35
Green Seal	18 00	18 35
Ramsay's Pure	18 00	18 35
Moore's Pure	18 00	18 35
Tiger, Pure	18 00	18 35
O.P.W. Dec. Pure	18 00	18 60
Red Seal	18 00	18 35
O.P.W. English	18 00	18 35
Elephant Genuine	18 50	18 85

B.B. Genuine Lead, less than tons, ..., Toronto; $21.00, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)
Genuine, 560-pound casks, per cwt... .... $14 50
Genuine, 100-pound kegs, per cwt..... .... 15 50
Less quantity 17 00
Genuine Eng. casks 16 00
F.o.b. Montreal, Toronto.
Lead (red in oil)... ....
25s .... 0 34½ ....
10s .... 0 35 ....
5s .... 0 36 ....
2s ....
1s .... 0 39½ ....
½s .... 0 43½ ....
F.o.b. Toronto, Montreal, Hamilton and London.

LINSEED OIL
For prices see weekly report.

LITHARGE
Tons or over (cwt.)........$10 75
Smaller lots (cwt.) 11 75

LIUIQD, BRONZING
Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $8.40. F.o.b. Toronto.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis
Elephant, white $5 45
Sanitone, white 4 10
Sanitone, colors 4 00
C.P. Co., pure, white......... 5 55
C.P. Co., pure, colors....... 5 30
B.-H. English, colors........ 5 30
B.-H. English, white 5 55
B.-H. Fresconette, white 4 10
B.-H. Fresconette, colors 4 00
B.-H. Floor 4 50
B.-H. Porch Floor 5 30
Crown Diamond, white 5 30
Crown Diamond, colors....... 5 05
Crown Diamond, floor........ 4 50
Crown Diamond, Porch and Gallery Paint, gal. 5 10
Moore's House Colors, white.. 5 50
Moore's House Colors, colors.. 5 30
Moore's Egyption Paint, white 4 50
Do., colors 4 35
Moore's Floor Paint 4 25
Moore's Sani-Flat 4 25
Moore's Porch and Desk Paint 5 40
Jamieson's Crown Anchor.... 5 05
O.P.W. Canada Brand, white. 5 30
O.P.W. Canada Brand, colors. 5 00
O.P.W. Canada Brand, floor.. 4 50
O.P.W. Flat Wall, white...... 4 10
O.P.W. Flat Wall, colors 4 00
Ramsay's Pure, white 5 40
Ramsay's Pure, colors 5 15
Ramsay's floor 4 50
Glidden's white 5 55
Glidden's colors 5 30
Martin-Senour, 100%, white.. 5 55
Martin-Senour, 100%, colors.. 5 30
Martin-Senour, Porch Paint.. 5 30
Martin-Senour, Neutone, white 4 10
Martin-Senour, Neutone, colors 4 00
Martin-Senour's Floor Paint.. 4 50
Sherwin-Williams, white 5 55
Sherwin-Williams, colors 5 30
Sherwin-Williams, floor 4 50
Sherwin-Williams, porch paint 5 30
Flat Tone, white 4 10
Flat Tone, colors 4 00
Lowe Bros., H.S., white...... 5 55
Lowe Bros., H.S., color...... 5 30
Lowe Bros., hard drying floor. 4 50
Mellotone, white 4 15
Mellotone, colors 4 00
Maple Leaf, white 5 55
Maple Leaf, colors 5 30
Maple Leaf, floor 4 75
Pearcy's Prepared, colors 4 75
Pearcy's Prepared, white...... 5 00
Barrett's Everjet Products—

Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.....	0 75	0 80
½ bbls., gal........	0 80	....
5s and 10s, gal.......	0 90	0 95
1s (per case of 1 doz.)	10 45	10 55

Everjet Quick-drying Metal— Mont.
Paint, bbls., gal. 0 80
½ bbls., gal. 0 85
5s and 10s gal. 0 95
Case (12 1's) 11 70
Everjet Black Enamel—
Crates of 2 doz., 8-oz., doz... 1 50
Crates of 6 doz., 8-oz., doz..1 40
Crates of 12 doz., 8-oz., doz.1 35
Crates of 2 doz., 16-oz., doz. 2 50
Crates of 6 doz., 16-oz., doz. 2 35
1-gal. cans, gallon 1 30
5 and 10 gal. cans, gal. 1 20
Barrels and ½ bbls., gal.... 1 10
Carbosota Liquid—
Barrels 0 55
Half barrels 0 60
5s and 10s, gal. 0 70
1s (case 12 gallons) case ... 9 60
Shingle Varnish 8 75
F.o.b. Montreal, Toronto.

PARIS GREEN Per lb.
In barrels, about 600 lbs..... 0 50
In kegs, about 250 lbs....... 0 50½
In 50 lb. and 100 lb. drums. 0 51
In 25 lb. drums 0 52
In 1 lb. packets, 100 lbs. in case 0 54
In ½ lb. packets, 100 lbs. in case 0 56
F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PITCH
Cwt. 1 20

PUTTY
See Weekly Report.
Pure Putty, $2.50 cwt. advance. Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $11 50
Less, per lb. 0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs...	10 05-10 15	9 30-9 40
Shellac gum—		Per pound
TN	....	....
Finest orange	....	....
Bone dry white	....	....

F.O.B. Toronto, London, Montreal.
NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER
Taxite 1 gal. cans $3 30
B.H. Vanisher 3 00
Cumoff 3 00
Dougall Lingerwett 3 60
Takoff 3 60
O.P.W. Presto 2 75
Varn Off 3 60

Solvo 3 00
F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans
Stove pipe, ½ pts.— Per doz.
B.H. $1 40
O.P.W. 1 50
Anchor 1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.
B.-H. Floor 4 80
B.-H. Maritime Spar 6 03
B.-H. Hard Oil 3 24
B.-H. Gold Medal 4 02
Elastilite 4 00
Granitine Floor Finish 4 00
Hydrox Spar 4 15
C.P.C. Sun Varnish 4 32
C.P.C. Sun Areo Spar 4 70
C.P.C. Sun Waterproof Floor. 4 40
Jasperite Interior and Exterior 3 50
Jasperite Pale Hard Oil 2 50
Jasperite Indestructo Floor Varnish 3 50
Jamieson's Copaline 3 75
M-S Marble-Ite Floor 4 42
M-S Wood-Var 4 42
M-S Durable Spar 5 60
M-S Finest Interior 4 85
Elastic Interior 3 14
Mar-not 4 40
Quick Action House 2 65
Rexspar 5 64
Scar-Not 4 34
Kyanize Spar 4 94
Kyanize Cabinet Rubbing .. 3 84
Kyanize Interior 3 84
Luxeberry light 4 72
Luxeberry granite 4 90
Luxeberry spar 5 62
Ramsay's Universal 3 45
Ramsay's 7-20 .... 2 75
Ramsay's Agate Floor 3 95
Ramsay's 400 Hard Oil ...3 12½
Crown Diamond Floor 4 25
Dougall Univarnish, clear..... 5 40
Dougall Transparent, spar.... 6 00
Dougall Transparent, floor.... 5 20
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls. 0 13½
Opalite, 100 lb. kegs 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg.... 0 40
Coralite, 5-lb. pkgs., white. 8 40
Coralite, 5-lb. pkgs., colors. 8 40
B.H. Frescota, 5-lb. pkge., white 7 80
B.H. Frescota, 5-lb. pkge., colors 8 40
Perfecto Wall finish, white, 5-lb. pkge., lb. 0 07½
Tints, 5-lb. pkge., lb. 0 08
F.o.b. Montreal, Toronto.

WASTE
Cream, Polishing $0 25

WHITE

XXX ...	0 21	XXX ...	0 22½
XX	0 19¾	XX, gra'd	0 21
X	0 18½	XLCR ..	0 19½
XC	0 16½	X Empire	0 18
Japanese	0 16	X Press.	0 16½
		X Special	0 15

COLORED

No. 5 ..	0 16¾	Fancy ..	0 18
No. 1 ..	0 15¾	Lion ...	0 16
No. 7 ..	0 14¾	Standard	0 14
No. 1A.	0 13¾	Popular.	0 12
No. 1B..	0 12¾	Keen ...	0 10

Above lines subject to trade discount for quantity.

WAX Per lb.
B.H. Wax 0 55
Berry Bros. 0 70
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 50
Old English 0 66-0 70
Johnson's 0 66-0 70
Jamieson's liquid wax, gal. ... 2 75
Gold Medal 0 42
Ramsay's 0 45
Sherwin-Williams 0 54
Crown Diamond 0 46
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 75
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls.......$3 00

WOOD ALCOHOL Per gal.
In five gallons 2 70
F.o.b. Montreal, Toronto, London.

GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WARE HOUSES, AND MAKE PROMPT SHIPMENTS

WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MIRRORS, FIGURED, WIRED, LEADED AND WIN DOW GLASS.

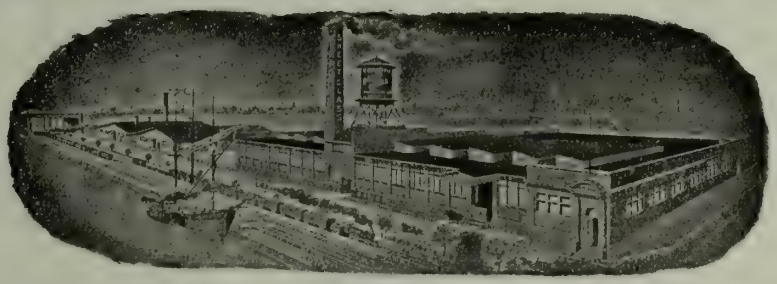
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

S

BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TOKONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics — B.B. Cape, $3.50; C.B. Cape, $4.40; 22 Short Black or Lesmok, $5; 22 Long Black or Lesmok, $6.00; 22 Short Smokeless, $5.35; 22 Long Smokeless, $7.50; 22 Long Rifle Black, $7; 22 Long Rifle Smokeless, $9.35 per M. net. Center Fire Pistol, 50%; Center Fire Sporting, 50% off American list.

American Metallics — B.B. Caps, $4.11; C.B. Caps, $5.17; 22 Short Black, $5.87; 22 Long Black, $7.05; 22 Long Rifle Black, $8.25; 22 Short Smokeless, $6.30; 22 Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 41½%; Centre Fire Sporting, 41¼%.

Loaded Shells—Crown Black Powder, 12 ga., $39.25; Sovereign Smokeless, 12 ga., $48; Regal Smokeless 12 ga., $48; Canuck Smokeless, 12 ga., $52.25 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 26c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
[illegible]	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
[illegible]	5 00	23	18 00
[illegible]	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

AXES

Single Bit	$15 50	$16 00
Double Bit		21 50
Broad Axes		65 00

BAR IRON

Bar Iron—Round and Square, ⅜" to 2", $5.25 base, over 2" and including 3", $6 base. Round over 3" to 6", $6.25 base. Round and square, 3-16, ¼ and 5-16", $6.25 base. Swedish iron, $8.00; sleigh shoe steel, $5.50; spring steel, $6.00; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.
Agricultural or No. 1 leather belting, 10-10-10% off list.
Standard, 10-10% off list. Extra 10%.
The "double" list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10%; over 6 inch, 7½%; 7-16 inch and larger, 7½%; machine, ⅜ and under, up to 4 inch, 12½%; over 4 inch, net list; 7-16 and over, net list; machine set screws, 40%; plough bolts, 5% on; stove bolts, 45%; shaft bolts, 5% on; tire bolts, 30%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	42
3 x 3 in.	44
3½ x 3½ in.	46
4 x 4 in.	57
4½ x 4½ in.	84
5 x 5 in.	104

Wrought Steel—

No. 800	20% on list
No. 804	Net list
No, 838	5% on list
No. 840	15% on list

CHAIN

Coil, 3-16 in., $18,50; ¼, $17.00; 5-16 in., $14.25; ⅜ in., $11.25; 7-16 in, $11.00; ½ in., $10.50; 9-16 in $10.50 Logging, 5-16 in., $15.75; ⅜ in., $12.75; ½ in., $12.00; tie-out, 25%

CHIMNEYS, LAMP

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 80
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 84c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.48; 10 in., $7.20; 12 in., $8.46.

Conductor pipe, 2 in., per 100 ft., $7.56; 3 in., $9.14; 4 in., $12.06.

ENAMELWARE

See Wares

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 25%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	30%
Nipples 4" and under	70%

FORMALDEHYDE

400-lb. bbls., 45c lb.; 200-lb. bbls., 46½c lb.; 100-lb. bbls., 47½c lb.; 10-lb. jugs, $5.10 each; 5-lb. jugs, $2.65 each; 2-lb. jugs, $1.10 each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$16 00	$22 00
26 to 40	17 00	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.75.
Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and strap, net list.
Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.
Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾-oz. or 28 Eng.	$11 75	
28 Am. or 26 Eng.	11 35	
26 Am. or 26 Eng.	11 05	
24	10 90	
22	10 90	
18 and 20	10 75	
16	10 65	

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb
Mrs. Pott's No. 55, set $2 00
Mrs. Pott's No. 50, set 2 15
Mrs. Pott's common and iron handles, $1.68 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Heath's	$13 25
Lightning	13 25

LANTERNS

No. 2, plain	$18 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	....
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $14.31.

LEAD WASTE, $15.21.

WHITE LEAD

Decorators' pure, ton lots, $19.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	....
New Century B	....
New Idea	....
Snowball	....

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 60
O-Cedar Polish, No. 3	12 60
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire f.o.b. Fort William, $5.75 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 65
30 in.	8 93
36 in.	10 50

NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, per 100 lb.	$24.00
Clipper, unspun, per 100 lbs.	22.50
Plumbers, per 100 lbs.	12 00

OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 56c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS

Stephens' Out and Inside White, $5.70; Stephens' House, ordinary shades, $5.45; Stephens' Floor, $4.65; Silkstone colors, $4.15; Silkstone white, $4.25; Stephens' Barn Paint, $2.35; extra colors, $2.55.

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 10	1 20
Cyclone	1 10	1 20
Navy	1 25	1 45
Triumph	1 35	1 50

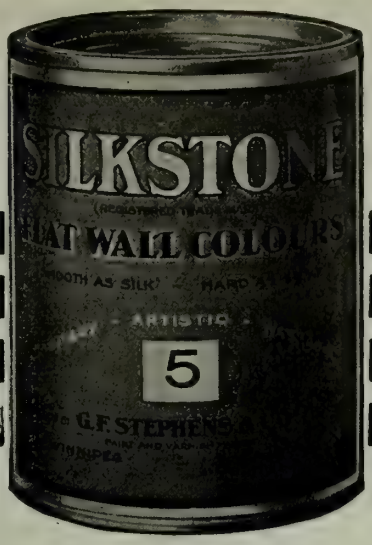
PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 5 36	$ 7 65
⅜ inch	5 45	7 79
½ inch	7 29	8 96
¾ inch	9 18	11 48
1 inch	13 59	17 01
1¼ inch	18 41	23 00
1½ inch	22 01	27 50
2 inch	29 61	37 04
2½ inch	48 02	60 03
3 inch	62 78	78 45
3½ inch	79 70	98 60
4 inch	94 41	116 82
4½ inch	109 98	136 04
5 inch	128 43	160 34
6 inch	166 32	207 90

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $10.25; 18 x 24, ordinary, $10.25; 20 x 28 ordinary, $10.50.



SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Silkstone Flat Wall Colours are cheaper than wall paper, more sanitary and lasting; Silkstone can be washed often and never rubs off; it gives a beautiful, soft, silky finish that will outwear any other wall covering. The economy of this splendid finish, that costs so little to apply and serves so satisfactorily, is an appeal to every customer.

Beside having the consumer appeal of economy it is a profitable article for the dealer. Silkstone sells often and easily—the best way to know this is to let us show you how our Agency Proposition will benefit you.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—	Doz.
4-oz.	$ 2 00
12-oz.	4 00
1-quart	10 00
½-gal.	16 00
1-gol.	24 00
Liquid Veneer—	
4-oz.	2 00
12-oz.	4 00
1-quart	8 40
6-gal.	14 40
Bon Ton—	
¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PUTTY

100-lb. irons	$7 70
25-lb. irons, per cwt.	8 30
1½-lb. tins	15¼

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c; No. 12,65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper burrs, No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROOFING

ROOFING	1-ply	2-ply	3-ply
Klingon	$2 20	$2 65	$3 10
Winner	2 30	2 80	3 30
Comfort	2 45	3 00	3 60
Induroid	2 80	3 60	4 20

ROPE

Sisal, 25½c base; pure Manila, 32¼c base; British Manila, 29¼c base; latth yarn, 24½c base; African hemp, 29¼c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline hanks, per lb. 50c.

SANDPAPER

	Quire	Ream
Star—		
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 38	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 49	9 45
2	0 54	10 90
2 ½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

30% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 65%; flat head, 67½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.

Set Screws, 35%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.45 per doz.; D.H. Rd. Pt., $14.45; L.H. Sq. Pt., 14.45; L.H. Rd. Pt., $14.45; Bulldog & Jones, D. H. Rd. Pt., $17.00; D.H. Sq. Pt., $16.75; L.H. Rd. Pt., $17.75; L.H. Sq. Pt., $17.75. Black Cat and Crescent Scoops—No. 4, $19.55 doz.; No. 6, $20.05; No. 8, $20.60; No. 10, $21.10. Moose & Jones Scoops—No. 4, $21.00; No. 6, $21.55; No. 8, $22.05.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10-gauge	$8 00
12-gauge	8 05
14-gauge	8 10
16-gauge	8 20
18-20-gauge	8 80
22-24-gauge	8 85
26-gauge	8 90
28-gauge	9 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 20
Household, japanned	.....
Superba, nickeled	.....

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 45 to 46c.

SPIKES — BOAT

Pressed, ¼-in., $9.55; 5/16, $9.20; ⅜, $8.05; ½, $7.80.

STAPLES

Bright iron, round head, 65% flat, Fort William; $6.50 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $5.65. Mild, 3-16, ¼, 5-16, $6.25 base; other sizes, $6.25 base. Band steel, $5.75 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 30	$....	$....
No. 1	2 65	4 75	3 60
No. 1½	3 95	7 15	5 35
No. 2	5 60	10 00	8 75
No. 3	8 65	13 35	12 00

TUBS—

	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 86
Cotton, 3-ply, balls	0 90
Cotton, 4-ply, cones	0 90
Cotton, 4-ply, balls	0 95

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75

WARES, ETC.—

Scotch Grey, 40-12½% discount.
Colonial Imperial, Pearl, 12½% discount.
Premier, Canada, Diamond, plus 18%.
Whitewear, 30-7½%.
Japanned Ware, list, plus 37½%.
Japanned Ware, white, list, plus 47½%.
Japanned Sprinklers, list, plus 32%.
Stamped Ware, plain, 30-15% discount.
Stamped Ware, retinned, 20-20% discount.
Pieced Tinware, ordinary, list, plus 64%.
P[illegible]re, copper bottoms, list, plus 83½%.
Sheet-Iron Ware, list, plus 32%.
Light Galvanized Pails, plus 30%.
Tubs, list plus 30%.
[illegible] plus 41%.
Jap. Coal Hods, list, plus 77%.
Galvanized Coal Hods, list, plus 62%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list plus $1.00.

WASTE

Cream, Polishing	$0 22

WHITE

XXX Extra	$0 21
XX, Grand	0 19¾
XLCR	$0 18½
X Empire	0 17¼
X Press	0 16

COLORED

Fancy	0 17
Lion	0 15½
Standard	0 14
Popular J	0 12½
Keen	0 11

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls, $3.25 per 100 sq. ft.; in 50-fot. rolls, $3.25 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.00 Winnipeg, $6.50 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricurtural—	
6-inch	$7 00
8-inch	8 40
10-inch	9 80
12-inch	12 60
15-inch	16 80
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6-inch	$1 10
8-inch	1 18
10-inch	1 75
14-inch	2 13
18-inch	2 75
24-inch	4 00
36-inch	7 48
Trimo—	
10 inch	$1 56
14 inch	2 19
18 inch	3 13
24 inch	4 53

	— Dozen—	
Always Ready	Black	N. P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze. $62.55 per dozen. Reliance

Hardware and Metal's Audited Circulation

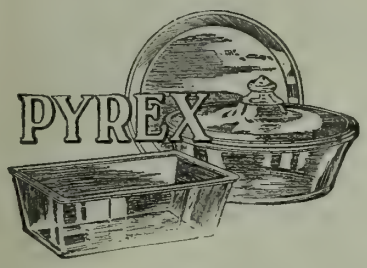
There is no secret about HARDWARE AND METAL'S circulation. It is audited by the A.B.C. —the best authority in the world—and above all, the paper is read by practically every worth-while hardware buyer in Canada. There is no waste circulation in HARDWARE AND METAL. It is the paper to use if you have a message for the Canadian hardware trade. HARDWARE AND METAL carries more business than any other trade paper in Canada, and is read more closely than any other paper. HARDWARE AND METAL will carry your message to the hardware trade of Canada.

HARDWARE & METAL

Canada's National Hardware Weekly

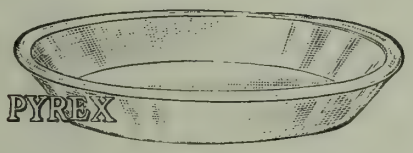
Montreal Toronto Winnipeg

We Specialize on PYREX



A Complete Stock
Always on Hand,
Including Gift Sets

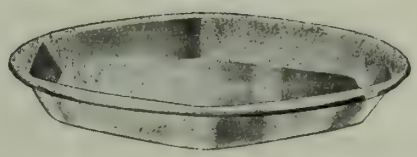
Insets for Casseroles



For Every
Day
Service.

EVERYBODY'S USING IT

PYREX Saves Fuel,
Food and Labor.



PYREX does not Discolor,
Rust, Dent or Chip.

PYREX is Always free from Grease,
for Nothing can Penetrate the
Hard Smooth Surface.

Every Practical Shape and Size for
Baking is Made in PYREX.

Transparent OVEN-WARE
Has the name on every piece

Service and Satisfaction

PYREX
TRADE MARK REG.

WOOD, VALLANCE, Limited

WOOD, ALEXANDER & JAMES
HAMILTON and TORONTO, Ontario

WOOD, VALLANCE & LEGGAT
VANCOUVER, B.C.

Wholesale Hardware, Sporting Goods
Motor Car Supplies, Stoves and Heaters

WOOD, VALLANCE & ADAMS
CALGARY, Alta.

WOOD, VALLANCE HARDWARE CO.
NELSON, B.C.

WINNIPEG, Canada

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for team Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

O-Rib-O

Screw Thimbles

Size
6" wall extends 4—7½"
6" floor extends 6—12"
7" wall extends 4—7½"
7" floor extends 6—12"
Approximate Shipping Weight Crated, Per Crate 30 lb.
Put up half dozen to crate.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

HAVE A

Forwarding Agent in Winnipeg

We have a good warehouse here and are in a position to help you give A1 service to your trade in the West.

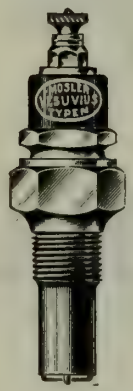
We will re-pack, sort and re-ship from your stock here, guaranteeing prompt service, or if desired we will solicit and sell your Western customers.

If you are interested, write for particulars. Bank references furnished.

W. R. JAMES & CO

47 Henry Avenue East - WINNIPEG

MEHASCO



MOSLER MICA TRACTOR PLUGS

We carry a full line of the above to fit all engines and a large number of the automobiles. The American Government chose this plug to send the NC4 to Europe. The ones carried in stock are: Ford Special Half Inch Mica; ⅞" Special Buick Small Hex; the ½" Long; the ½" Extra Long; ⅞" Regular; the ⅞" Long; the ⅞" Extra Long; ¾" Standard; ¾" Extra Long or Titan Special.

In addition to the Mica Plug, we have a full stock of Rex Porcelain Plugs that are of particularly high quality.

Merchants' Hardware Specialties, Limited
Calgary

MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall - Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN., U.S.A.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

ALLEN FLUX

NON-ACID—FOR SODERING

Will solve your sodering problems. It will soder any metal to any metal (including aluminum); and make a joint three times as strong as muriatic acid flux; and do it easily and quickly Put up in the form of sticks, liquid, paste and salts.
Order it from your supply house.
Write us for sample—giving your dealer's name.

Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Canada

CASE TIRE TOOL - EASY

Takes off—puts on Clincher Tires quickly New great invention. Also **Case Rim Tool** takes rims off tires. Malleable. Ask any dealer, or send $2.50 to

MOTOR NECESSITIES CO. OF CANADA
231 Somerset Bldg. Winnipeg, Canada

1869 1919

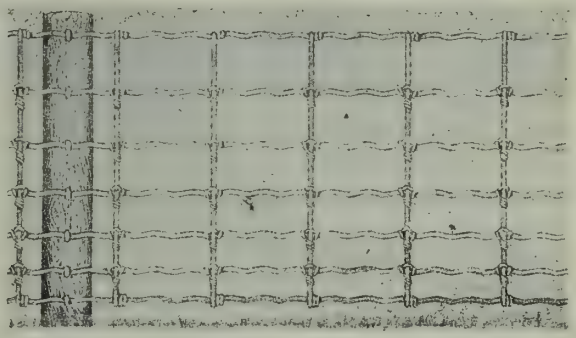
Golden Jubilee

DIAMOND A BRAND — A — ASHDOWN'S GUARANTEE

The Trade Mark Behind Canada's
Largest Wholesale Hardware House

Illustrating Titelock Fastening

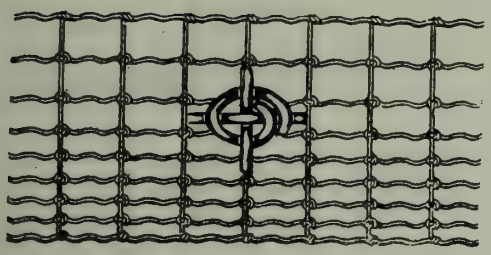
This is the method of fastening in our heavy grade fences. A sure and certain fastener that holds throughout the life of the fence.



Heavy Titelock

Horse, Cattle and Sheep Fence. All No. 9 wire. Made in two sizes only—H 5-40-9 and 7-40-9.

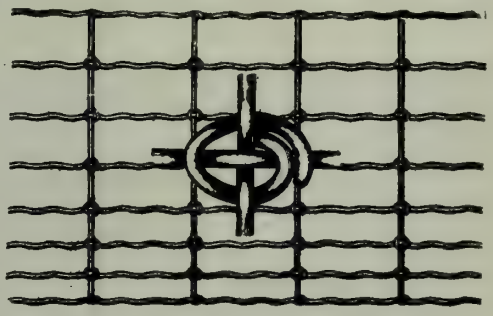
"Diamond A" Woven Wire Fence



Medium

General Stock Fence

Top and Bottom No. 10 Wires, 12 Gauge Filling.



Standard

General Stock Fence. All No. 10 Gauge Wire.

"Diamond A" Woven Wire Fence is made from best quality Bessemer Spring Steel, galvanized wire. List up the farmers in your district. They are all prospects for **"Diamond A" Woven Wire Fence.** The progressive farmer knows the value of a good fence. Show him why **"Diamond A"** gives better service than most other makes. He will experience no unnecessary delay if you are handling this line. We make prompt shipments and the Western dealer through our three large warehouses is sure of a complete stock at all times.

Write us for prices and particulars.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Arms
The Fraser Co., Agents B.S.A., Montreal, Que.

Arsenate, Lead
The Beckley-Ralston Co., Chicago, Ill.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
The Lyman Tube & Supply Co., Montreal.
The Renaud Motor Supply Co., Ltd., Montreal Que.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barcalo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Ill. B. Lane Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bearings
The Lyman Tube & Supply Co., Montreal.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.
Plewes Ltd., Winnipeg, Man.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

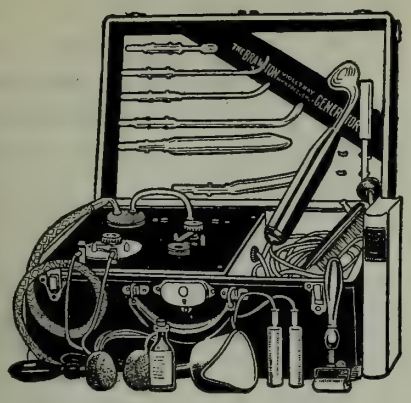
Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.



BRANSTON

VIOLET RAY
HIGH FREQUENCY GENERATORS

Your customers look to their electrical and hardware dealer for everything new in their respective lines. It is just as much to their interest—and your own—to offer them Branston Generators as it is to sell electric washers, cleaners, etc.

Branston Generators help to get and hold the greatest of all blessings—HEALTH.

They bring relief to many dreaded ailments and stimulate and invigorate the entire body.

They are easy to use, absolutely safe, and—with proper care—will last a lifetime.

Branston Generators put in a prominent place in your store will arouse the interest of practically every one who enters the store—and a demonstration is a sure sales starter because its benefits are so apparent the first time the machine is used.

Write for literature giving all the facts about this interesting, profitable and prestige-building line.

GREAT WEST ELECTRIC CO., LIMITED

Distributors of LACO TUNGSTEN and NITRO LAMPS

Impressions Count!

The first impression your customers get when entering your store is what counts with them. They judge your stock and your business ability by the appearance of your displays.

"DULUTH"
SECTIONAL HARDWARE STORE EQUIPMENT

—will create the right impression. It will add dignity to your store and a prestige that attracts new trade. It's the most effective and less expensive way to sell goods. The merchandise is always on display before your customers, suggesting sales that would not occur to your clerks.

Investigate our Free store planning service and write for our new Booklet: "Increasing Sales and Cutting Costs." It means more business for you.

Makers of "Duluth" Sectional Hardware Store Furniture.

Duluth Show Case Company, Duluth, Minnesota, U.S.A.

THE BUYERS' GUIDE

The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros. Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liuid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains, Roller Block, Drive and Conveyor
The Lyman Tube & Supply Co., Montreal.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & I. J. White Co., Buffaflo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Feed
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Economy Foundry Co., Ltd., Winnipeg, Man.

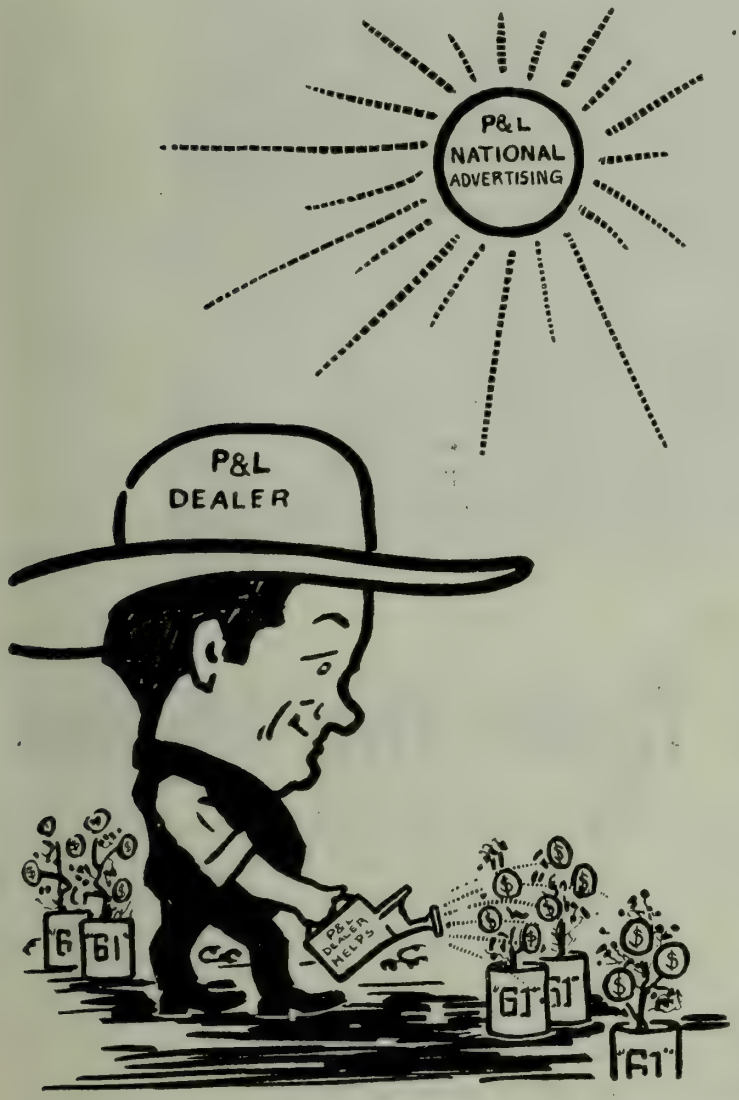
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Results come sure and soon!

STEADY sales and satisfactory profits are assured dealers handling "61" Floor Varnish, because its reputation for quality was established *years* ago, and is maintained by adhering to a proven manufacturing policy and by persistent, consistent, high-grade national advertising.



This high-grade, distinctive advertising — plus effective dealer helps — has impressed millions of householders, with the marproof, heelproof, waterproof qualities of "61" Floor Varnish, and more recently, with the beauty and economy of "61" in eight lustrous, semi-transparent colors.

You get this reputation for quality in your community when you stock P & L Varnishes, and further—real dealer co-operation which makes for successful merchandising.

Get lined up now with this 71 year-old house and you will understand why results—increased business and profits — come sure and soon to live dealers.

Write that postal now for Dealer's Proposition.

PRATT & LAMBERT-INC.
VARNISH MAKERS 71 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO

"61" FLOOR VARNISH

for Floors, Furniture and all Woodwork

Made in Natural Wood Stain Colors

More Business from the Home

For all Glidden Dealers. *And for you* if you carry Glidden Products. With such a leader as Jap-a-lac Household Finishes, including everything the housewife needs and with the complete line of Glidden Green Label Varnishes you will have quality first and then the kind of reputation that keeps the profitable sales coming thick and fast.

Once started Glidden advertising will hold the public's attention. You quickly have a business asset when you associate your store with Glidden. This is a good time to act—Glidden business is *all the year round* business.

More Business from the Farm

In these days of convenient traveling the farmer is a bigger business prospect than ever before.

He is more discriminating, too. He insists upon Glidden quality. The farmer's wife is insisting upon the quality results that she can expect from Glidden Finishes.

Prepare now to meet this larger demand and more *exacting demand.* Glidden will measure up in every way. Let our representative discuss this profitable subject with you or let us send interesting literature.

THE GLIDDEN COMPANY, LTD.
Toronto, Ontario
Branches at Montreal and Winnipeg

THE BUYERS' GUIDE

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, Toronto.
The A. R. Whittall Can. Co., Ltd., Montreal

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
The Lyman Tube & Supply Co., Montreal.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H. Brooklyn, N.Y.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Deorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Deorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
West-Woods, Ltd., Winnipeg, Man.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
The Lyman Tube & Supply Co., Montreal.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Wilhams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Collette Mfg. Co., Vollingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
The Lyman Tube & Supply Co., Montreal.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
The Can. General Electric Co., Ltd., Toronto.
The Lyman Tube & Supply Co., Montreal.
The Northern Electric Co., Ltd., Montreal, Que.
Munderloh & Co., Ltd., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Eveners for 2, 3, 4, 6 and 8 Horses
D. Ackland & Son, Ltd., Winnipeg, Man.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christianssen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

TRADE

PENBERTHY

MARK.

EJECTOR OR SYPHON

For Lifting or Elevating Liquids

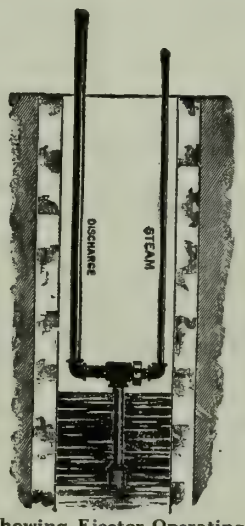
Operated by Steam

A Very Handy and Economical Device

Used in

manufacturing or chemical plants, etc., cheese factories and for delivering water to threshing engine tanks, also priming centrifugal pumps.

Lifts 22 to 25 feet.



Showing Ejector Operating in a Well

Elevates 25 to 100 feet on 30 to 100 lbs. steam pressure. We also make special ejectors, operated by water pressure, which we designate as "Hydraulic Ejectors."

Write for our general catalog describing fully this special device.

Look for our Trade Mark when you buy Brass Goods

PENBERTHY INJECTOR CO., LIMITED
WINDSOR CANADA

THE BUYERS' GUIDE

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates. Basket Grates. Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasolene Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor Ont

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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Prairie Chemical Co. of Canada, Ltd., Winnipeg

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Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

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Winnipeg Ceiling & Roofing Co., Winnipeg.

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Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

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The Carborundum Co., Niagara Falls, N.Y.

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Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
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L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
Galt Robe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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Goodell-Pratt Co., Greenfield, Mass.

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West-Woods, Ltd., Winnipeg, Man.

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Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

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Beatty Bros., Ltd., Fergus, Ont.
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Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
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Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

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The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

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Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont

Heaters, Electric
Northern Electric Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St Thomas

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
The Lyman Tube & Supply Co., Montreal.
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg, Man.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

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The Crescent Co., Meriden, Conn.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

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Collins Mfg. Co., Toronto.

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H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

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E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
The Penberthy Injector Co., Ltd., Windsor, Ont

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass

Ironing Boards and Tables
Otterville Mfg. Co., Ltd., Otterville, Ont

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kalsomine Cleaner
Sattinette Products Mfg. Co., The, Toronto, Ont.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn
Otterville Mfg. Co., Ltd., Otterville, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal

Lamp Black
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A. Ramsay & Son Co., Montreal.
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Lamp Burners
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Lamp Chimneys
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Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
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Lamps, Acetylene
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Willson, Ltd., Toronto.

Lamps, Electric
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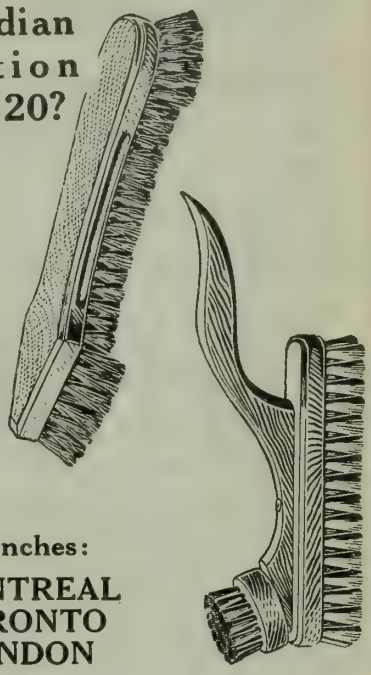

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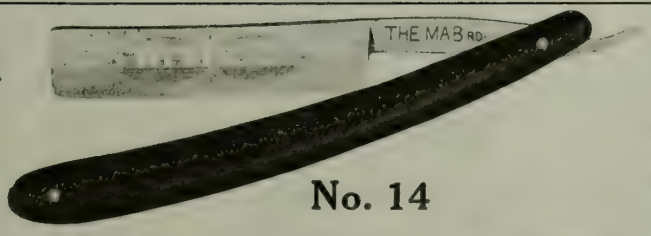

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Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
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Linoleum Finishes
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Dominion Linseed Oil Co., Baden and Toronto.
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Prairie City Oil Co., Winnipeg, Man.
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Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

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The Hamilton Stove & Heater Co., Hamilton, Ont
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

Lock Washers
H. Paulin & Co., Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Fink & Co., Pembroke, Ont.
T. F. Shuniy Co., Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinery Supplies
Williams & Wilson, Ltd., Montreal, Que.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont.

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stamping
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
The Lyman Tube & Supply Co., Montreal.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Neatsfoot Oil
W. Harris & Co., Toronto.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oil Storage Systems
Gilbert & Barker Mfg. Co., Springfield, Mass.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

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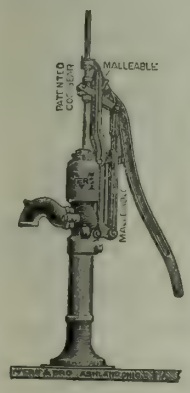

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Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

ackings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd,, Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 130 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Pliers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Kalthsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Butterfield & Co., Rock Island, Que.
The Lyman Tube & Supply Co., Montreal.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

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The Musical Merchandise Sales Co., Toronto, Ont.
Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.
Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.
Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.
Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.
Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.
Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.
Rod ends
J. H. Williams & Co., Brooklyn, N.Y.
Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.
Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.
Rods, Straightened
The Graham Nail Works, Toronto.
Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Roofing, Ready
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.
Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Rope Grips
Coleman Fare Box Co., Toronto.
Rope
Dom Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.
Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.
Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Sand Paper
United States Sand Paper Co., Williamsport, Pa.
Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Sap Pans
Steel Trough & Machine Co., Ltd., Tweed.
Saws, Crosscut and Band
Henry Disston & Sons, Inc., Philadelphia, Pa.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.
Sawset
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.
Saws, Hack
The Crescent Co., Meriden, Conn.
Saws, Compass
The Crescent Co., Meriden, Conn.
Saws, Coping
The Crescent Co., Meriden, Conn.
Saws, Butchers', and Kitchen
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Fry's (London), Limited, London, Eng.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Saws, Hack
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Lyman Tube & Supply Co., Montreal.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skreen Door Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skreen Door Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Searchlights
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Shins' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Cavenhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
The Burrowes Mfg. Co., Toronto.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Snips (Tinner)
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plowes Ltd., Winnipeg, Man.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1584 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 360 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dureka Planter Co., Woodstock.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

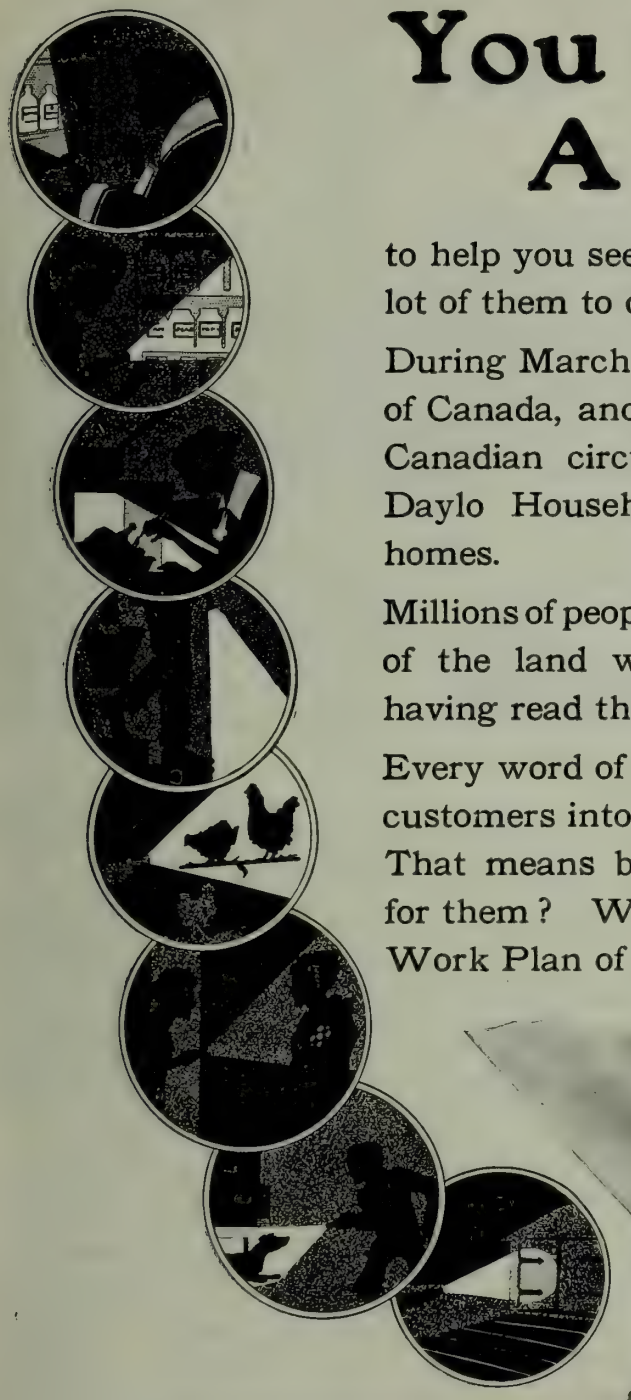
Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.



You Won't Need A DAYLO

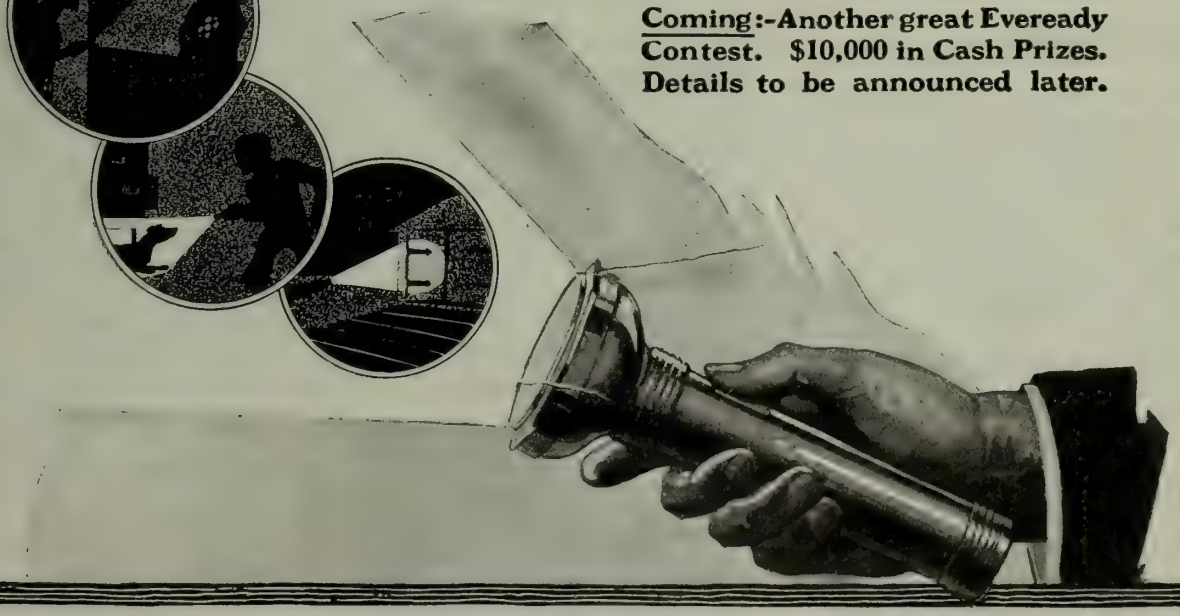
to help you see this opportunity—but you'll need a lot of them to cash in on it!

During March and April over a score of magazines of Canada, and of the United States having a large Canadian circulation, will carry the message of Daylo Household Usefulness into thousands of homes.

Millions of people throughout the length and breadth of the land will read these advertisements and, having read them, will want Daylo's.

Every word of our big campaign is written to bring customers into your store, ready to see and to buy. That means big Daylo business. Are you ready for them? Write to-day for the 1920 Daylo Team Work Plan of co-operation.

Coming:-Another great Eveready Contest. $10,000 in Cash Prizes. Details to be announced later.



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CANADIAN NATIONAL CARBON COMPANY

Limited

Toronto. Ontario

THE BUYERS' GUIDE

A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Prentiss Wabers Stove Co., Grand Rapids, Wis.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks, Storage
Gilbert & Barker Mfg. Co., Springfield, Mass.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

Tires and Tubes, Automobile and Motor Tru
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Toboggans
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cases
The Pilliod Lumber Co., Swanston, Ohio.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Store Co., Cleveland, Ohio.

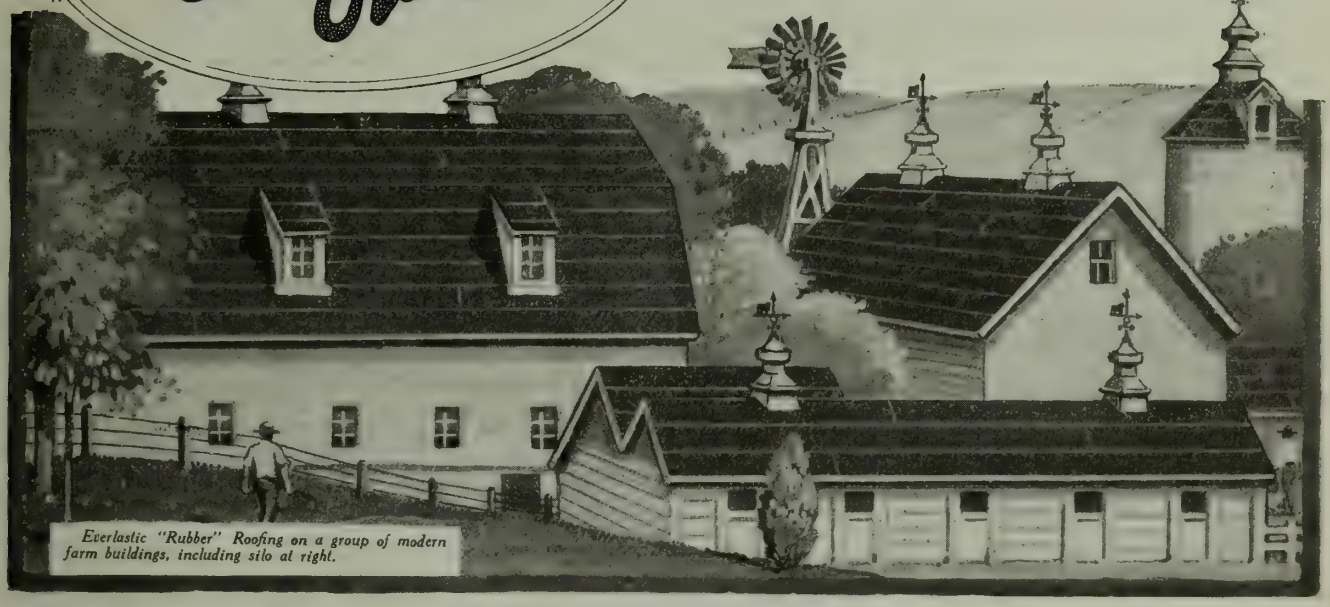
Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Barrett Everlastic Roofings



Everlastic "Rubber" Roofing on a group of modern farm buildings, including silo at right.

Everlastic "Rubber" Roofing

The word "Everlastic" suggests many of the good features that have made this Roofing a more-than-a-million-rolls-a-year-seller. Its name indicates the long wear, the flexibility and the elasticity for which Everlastic Roofing is noted.

While this efficient roofing resembles rubber only in appearance, it is far more satisfactory for roofing purposes than rubber could possibly be.

Everlastic will not shrink or crack in zero weather, nor will it run in the hottest sun. You can recommend it confidently for use in any climate.

Everlastic Liquid Roofing Cement

This product is a liquid bituminous compound made up of the best known waterproofing materials, and is particularly to be recommended for resurfacing old and badly worn Prepared and "Rubber" Roofings of all kinds.

Everlastic Liquid Roofing Cement will renew old Roofings of this class at a very low cost, and it is very easy to apply.

It is put up in barrels, half-barrels, 5 and 10-gallon cans, 1-gallon cans, and 1-pint cans. The little 1-pint cans of Everlastic Roofing Cement are familiar to the trade, being commonly packed in rolls of our "Rubber" Roofings.

Write our nearest office for prices and details

The Barrett Company Limited

TRADE B MARK

TRADE B MARK

Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S., Sydney, N.S.

THE BUYERS' GUIDE

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg. Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubes, Boiler
The Lyman Tube & Supply Co., Montreal.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G. Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel, Flexible and Metallic
The Lyman Tube & Supply Co., Montreal.
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
E. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros, Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, C.

Subscription price of HARDWARE AND METAL is $3 per year or less than six cents per issue.

DISSTON TOOLS

Well-made Service-giving
That Last for GENERATIONS

***Price* is not a determining factor unless *quality* is considered**

Quality can be determined only by practical **use.**
Satisfactory **use** over a long period of time causes an ever increasing **demand.**
Continued **demand** conclusively demonstrates real **worth** and reliability.

DISSTON TOOLS

Send in your Order NOW

WE ARE HEADQUARTERS FOR DISSTON GOODS

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

AUTOMOBILE SUPPLIES

OUR COLORED GRADES
1B, 1A, 7, 1, 5,

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

R-ME and NA-V Polishes
(WATERPROOF)

A polish for use on automobiles, furniture, pianos and all artistic woodwork, where a perfect finish is required. Our polish will not turn blue, nor will water wash it off, it will retain its gloss, and with a small can, a large surface can be polished.

To enterprising dealers we are prepared to offer special terms. Exclusive territory. And advertise for him in his district.

Write us for full particulars, which will be gladly given.

A sample will be sent you for your careful and scrutinizing test.

ARMY & NAVY MFG. PRODUCTS REG'D
26 Jurors St., Montreal
We make a LIGHT Floor Wax that you can sell quickly.

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. [LIMITED
TORONTO CANADA

FULL OF CONVINCING SELLING POINTS

An all-around wrench that is especially useful in getting at nuts in difficult places; carefully hardened and tempered; easily adjusted by the thumb of the hand holding it because the nut is of sufficient diameter. It satisfies customers and is guaranteed.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U.S.A.

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

CRANE FLANGED FITTINGS

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST PATRICK ST
MONTREAL

BRANCHES: Vancouver, Calgary, Winnipeg, Toronto.

THE "ARTISTIC" BAROMETER

Is a combination of Thermometer and Storm Glass. It is a popular instrument at a popular price.

Just one of the several
QUICK-SELLING PATTERNS
Made by

THE LARGE-PIKE THERMOMETER CO.
TROY, N.Y., U.S.A.

NOTICE TO THE TRADE
FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.

You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
NATIONAL STAMPING & ELECTRIC WORKS
CHICAGO, U.S.A.

We Carry a Complete Stock of Thomas Goldsworthy & Sons

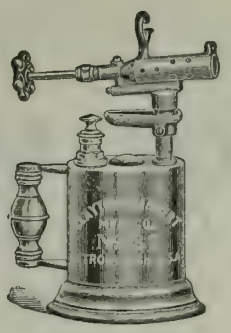
"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. *Immediate Shipment.*

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL



No. 32 Torch ...
List price, each $16.00
Ask for Discount.

Look out for

the Fire Pot or Torch that is said to be just as good as a C. & L. It is not. C. & L. Fire Pots and Torches are made of heavy gauge metals, reinforced, making them extra strong and durable. The burners are made of special generator metal, which holds the heat longer, and are very economical; in fact, they will soon save the user his cost in the saving of fuel alone. Remember you buy fuel often, but a Torch or Fire Pot only occasionally. Jobbers supply at factory price. Send for catalog—it's free.

Clayton & Lambert Mfg. Co.,

Detroit, Mich., U. S. A.

THE GREAT WESTERN SMELTING & REFINING CO.

Manufacture and stock a complete line of metals

Babbitt Metals
Guaranteed Solders

Also Pig Lead, Banca Tin, etc.

VANCOUVER, B.C. P.O. BOX 1060

We Take The Opportunity Of Thanking Our Customers

For their patronage in the years gone by, and also to state our regret at our inability to have served many with greater dispatch than we were able to do, we wish them to know, however, that we did our best under the circumstances, as never before did orders pour in upon us as they have in the year just closed, and never before have we experienced such difficulties of obtaining help and materials to enable us to cope with them.

May we say that we are looking forward for better things in the year we are just entering upon.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

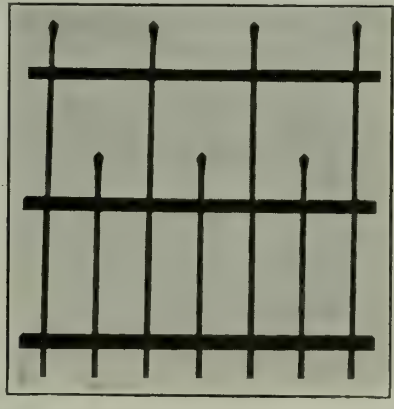
Cow and Calf Weaner

Impresses Every Stock Owner

KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

Imperial Bit & Snap Company, Racine, Wis.



IRON FENCING,

of various designs,
WIRE WORK
of all kinds.

C. H. JOHNSON & SONS, Limited

Wire Works, St. Henry
MONTREAL

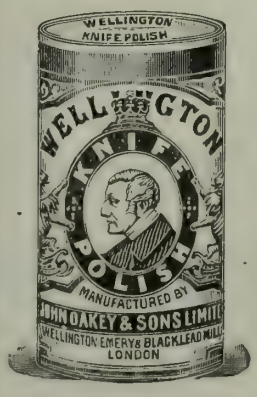
Our Step-Ladder Chairs are Winners

Also Step-ladders, Ironing Boards, Curtain Stretchers, Hercules Wire Stretchers, Reversible Drip Tub-stands, Clothes-bars, Eureka Post Hole Diggers, Malleable Iron Tank or Silo Lugs and Weft Points.

Prompt attention given your enquiries.

Otterville Mfg. Co., Limited

OTTERVILLE, ONT.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

SALE OF MILITARY AND OTHER GOVERNMENT STORES

Equipment and Supplies for Hospitals, Institutions, Bunk-houses, Camps, Dining-Rooms, Kitchens, etc.

Bedsteads, Furniture, Hardware, Dry Goods, Rubbers, Overshoes and other Footwear, Blankets, Sheets, Pillows, Baskets, Woodenware, Brushes, etc.

CONSTRUCTION EQUIPMENT AND MACHINERY—AMBULANCES.

The Stores are located at various places throughout Canada

Instead of or in addition to sales by sealed tender

PRICE LISTS WILL NOW BE ISSUED

for most articles—the goods being offered in lots for purchase by wholesale houses, jobbers, and the trade generally.

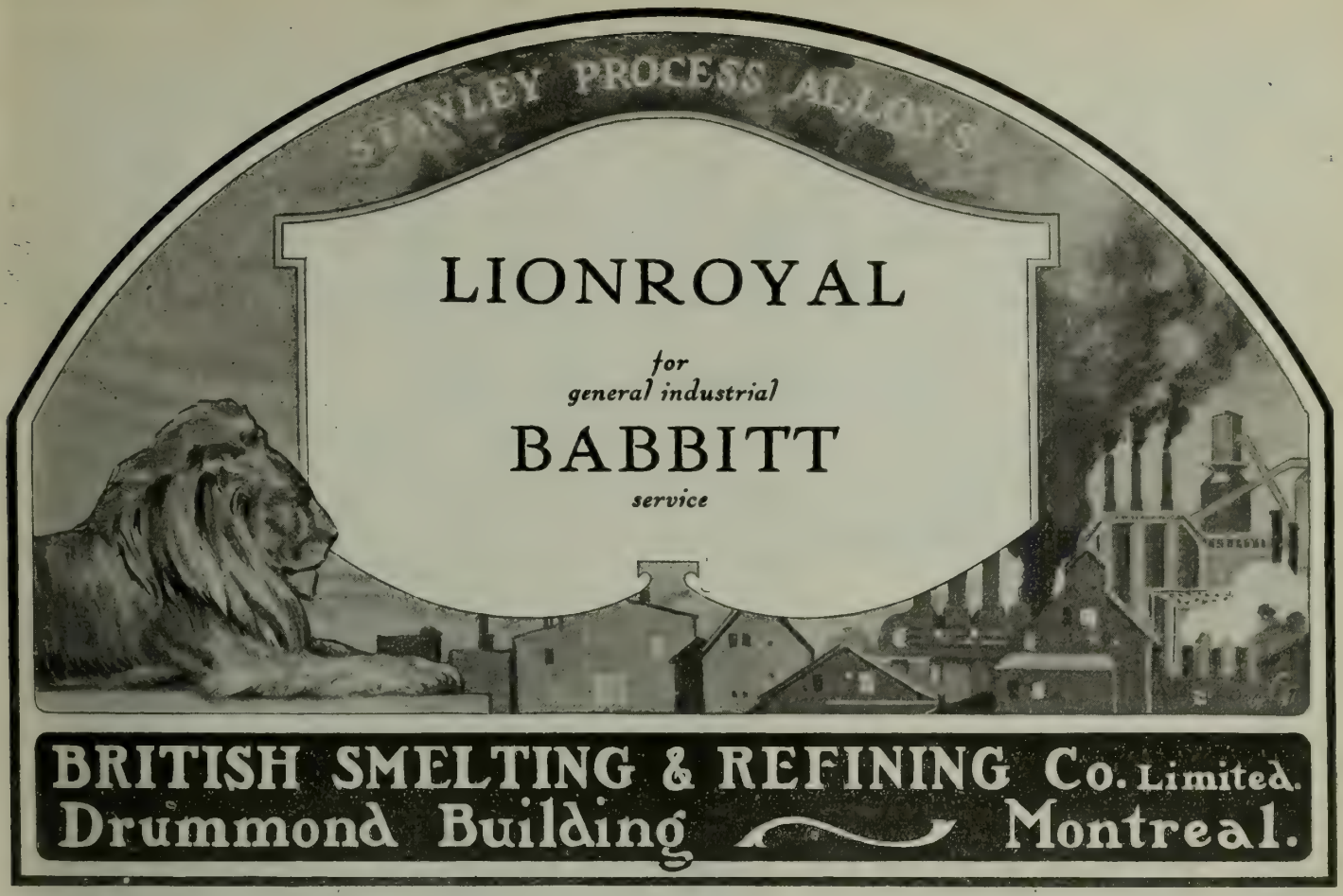
TRADE ONLY SUPPLIED

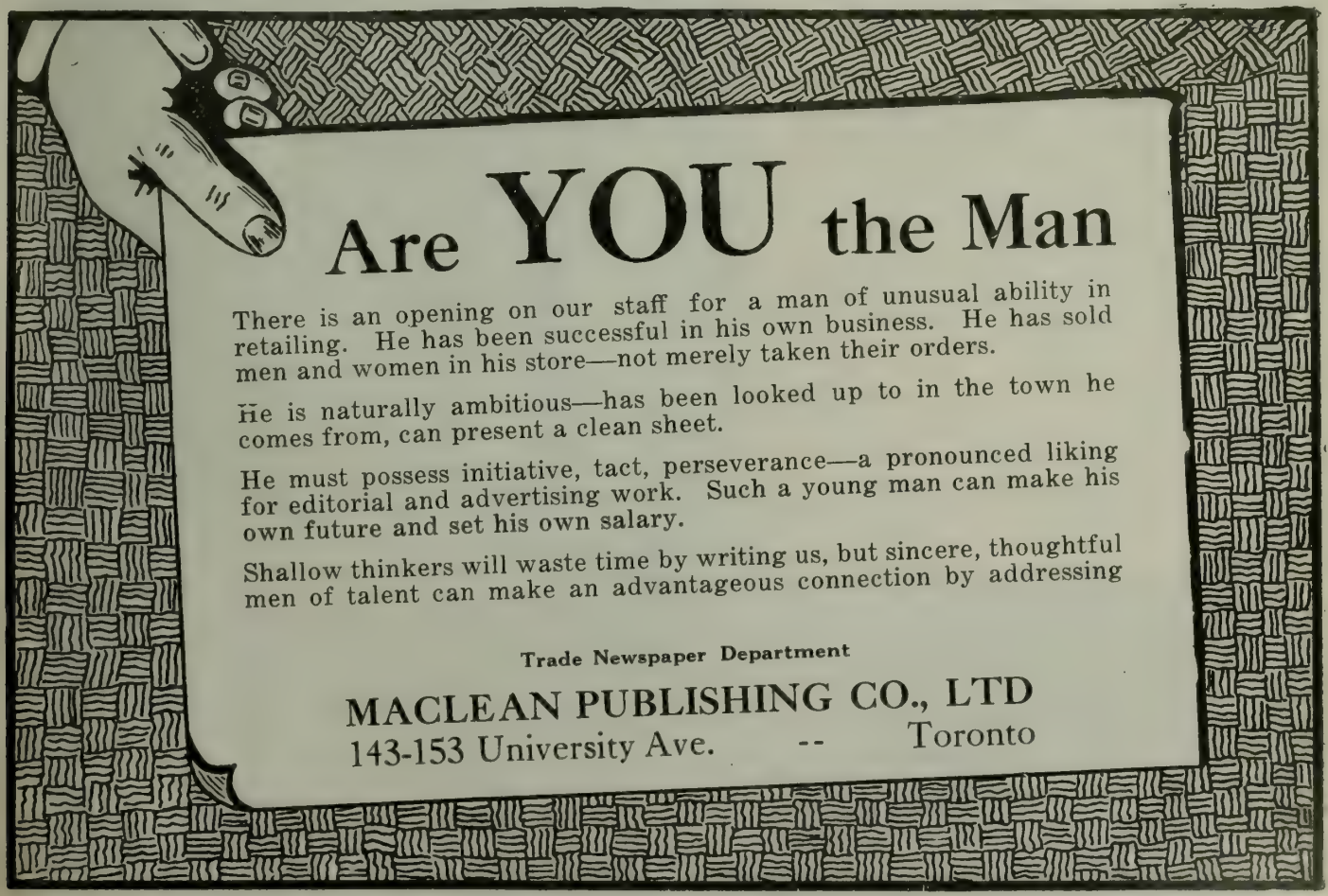
except that arrangements previously announced for sale to returned soldiers and sailors and widows and dependents of same through the G. W. V. A. and similar organizations and to hospitals and philanthropic institutions will be continued.

SALES WILL CEASE IN MARCH. Any balances left will be cleared by public auction shortly thereafter. This advertisement will not be repeated. Those interested should therefore apply AT ONCE for price lists and other information to the

SECRETARY OF THE WAR PURCHASING COMMISSION, BOOTH BUILDING, OTTAWA

February, 1920


STANLEY PROCESS ALLOYS
LIONROYAL
for
general industrial
BABBITT
service
BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.


Are YOU the Man
There is an opening on our staff for a man of unusual ability in retailing. He has been successful in his own business. He has sold men and women in his store—not merely taken their orders.
He is naturally ambitious—has been looked up to in the town he comes from, can present a clean sheet.
He must possess initiative, tact, perseverance—a pronounced liking for editorial and advertising work. Such a young man can make his own future and set his own salary.
Shallow thinkers will waste time by writing us, but sincere, thoughtful men of talent can make an advantageous connection by addressing
Trade Newspaper Department
MACLEAN PUBLISHING CO., LTD
143-153 University Ave. -- Toronto

IRON AGE

Garden Tools

A Specialty

—*not a side line*

YOU KNOW how fine, light seeds such as lettuce, celery, parsley and carrot slip through untrained fingers—here a clump there a bare stretch.

The Iron Age Seeder plants these seeds accurately and quickly. It opens the furrow, drops the seed, covers the furrow, firms the soil and marks the next row—all in one easy operation. And there isn't a backache in a thousand yards!

No wonder Iron Age Garden Tools "sell on sight" when displayed on your floor. In fact, Iron Age Tools will naturally become your leading *specialty—not your side line.*

The Iron Age Garden Tool line is complete. It includes a combined hill and drill seeder, double and single wheel hoe for the home gardener; inexpensive wheel hoes for beginners, some of which are so designed that seeder attachments can be added later; and special tools for the commercial gardener.

If you have not already secured your 1920 contract, better do so at once. Write to-day for full information—catalogs, proofs of free electros, etc.

The Bateman-Wilkinson Co., Ltd.

81c Symington Ave. Toronto, Can

Are Your Shelves Storage Spaces or Sales Makers?

They are better empty than stocked with slow-moving merchandise

HAVE you shelves in your store filled with goods for which there is no demand? These goods mean money tied up that might be working for you.

Gargoyle Mobiloils never stay long at a time on a dealer's shelves. The demand for them is too great.

Automobile and Tractor owners who use Gargoyle Mobiloils know what they want. They have learned which grade is best suited to their engines.

So in selling Gargoyle Mobiloils you should stand ready to furnish each grade. Otherwise you run the risk of losing valuable sales to your competitors.

The dealer who stocks the complete line of Gargoyle Mobiloils is in a position to furnish correct lubrication to all owners of automobiles, trucks and tractors. He is sure of a large and steady sale for his oils and no overstocking of slow-moving merchandise.

Mobiloils

A grade for each type of motor

IMPERIAL OIL LIMITED

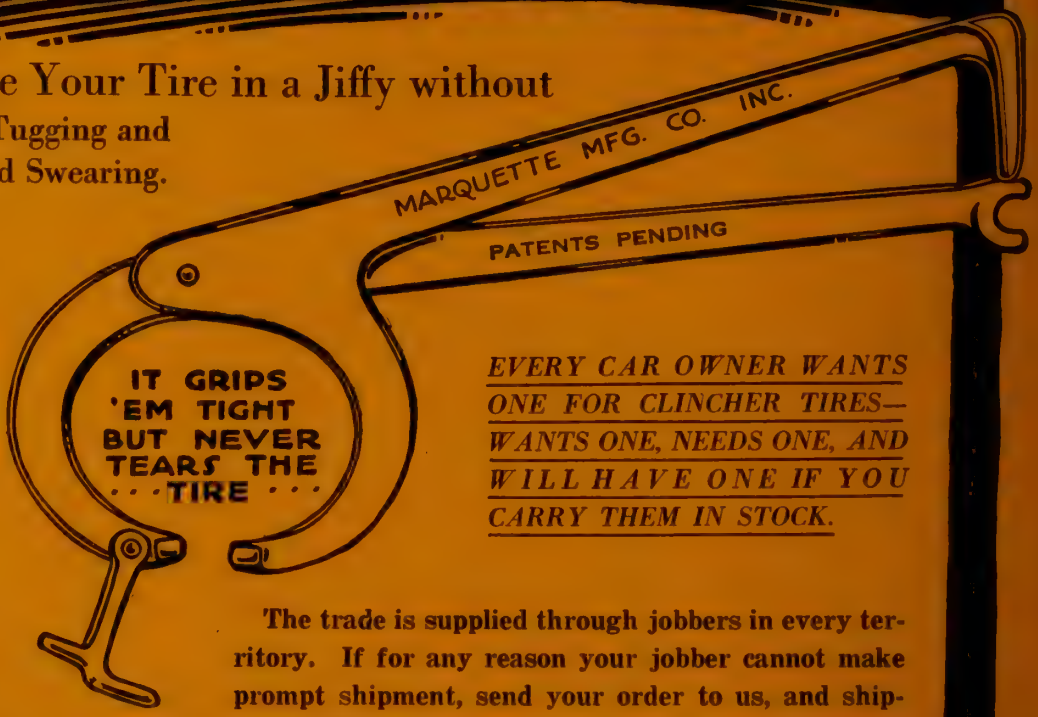
Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

THROW AWAY YOUR OLD TOOLS

—and Change Your Tire in a Jiffy without
Pulling and Tugging and
Sweating and Swearing.



NO MORE
Hard Work,
Dirty Work,
Useless Work.

EVERY CAR OWNER WANTS ONE FOR CLINCHER TIRES—WANTS ONE, NEEDS ONE, AND WILL HAVE ONE IF YOU CARRY THEM IN STOCK.

KING OF ALL CLINCHER TIRE TOOLS.

The trade is supplied through jobbers in every territory. If for any reason your jobber cannot make prompt shipment, send your order to us, and shipment will be made either through your jobber, or direct if necessary.

Marquette Tire Tools take the drudgery out of changing clincher tires. The Marquette is a REAL Tire Tool. It is positive in action, positive in its grip, and will not tear the tire. Use it a few times and you will never think of being without a "Marquette". It is to a tire what a screw-driver is to a screw. Not an accessory, but a NECESSITY. It is the ONE TOOL most needed in an emergency. There are thousands in use—ask any one who has used one and know for yourself of its value.

MARQUETTE
Manufacturing Co., Inc.

SAINT PAUL, MINNESOTA, U. S. A.

GOING ◁ TO MOUNT TIRE REVERSE OPERATION) ▷ OFF

Millions Have Bought It
—*millions more need it!*

Millions of SHALER 5-Minute Vulcanizers have been sold to motorists.

Millions of other motorists are being induced, through our large advertising campaign, to want the SHALER 5-Minute Vulcanizer.

The dealers who sell it make the profits.

Dealers predict larger sales of SHALER 5-Minute Vulcanizers for the future than during the past. Larger repeat-sales—and profits for dealers—must follow.

SHALER 5-MINUTE VULCANIZER

Every sale of a SHALER 5-Minute Vulcanizer is *not* one sale and one profit alone—it means that more sales will follow from the same customer, because he needs to buy the Patch-and-Heat Units regularly for use with the SHALER.

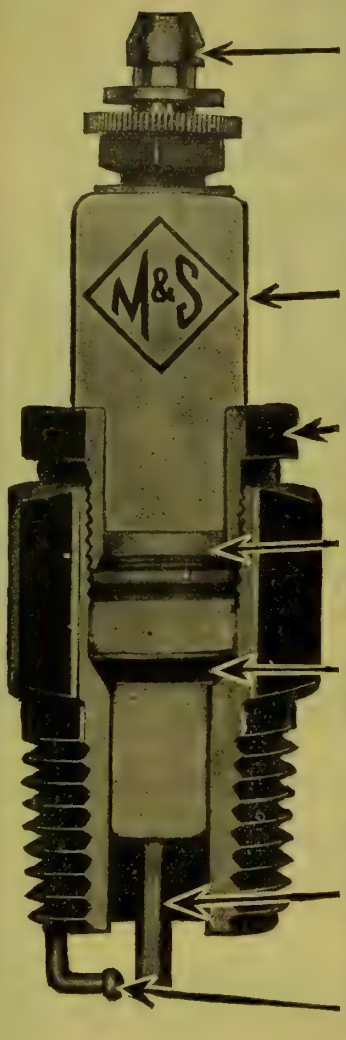
This repeat business comes to you—and brings you regular profits—in addition to your profits from selling the SHALER Vulcanizer—and without any effort on your part.

Get Your Share of This Big Business—Order from Your Jobber Today!

Keep a good stock of SHALER 5-Minute Vulcanizers and SHALER Patch-and-Heat Units. Display them prominently in your windows and on your counters, so that motorists know you sell them. Our advertising will bring customers to your store—the SHALER sells itself. Order from your jobber today or write us at once for full information and catalog of the complete SHALER Line.

C. A. SHALER CO. 1501 Fourth Street Waupun, Wis., U.S.A.

Oldest and Largest Manufacturers of Vulcanizers in the World



Hotter Spark Means More Power in Your Car

No. 500
1½" Standard with Three-in-One Terminal

The way your car responds with an M. & S. Spark Plug is an eye-opener.

The hotter the spark the quicker response from your engine.

M. & S. Spark Plugs produce a hotter spark.

The heavy ball-point concentrates the current and intensifies the heat.

—Quicker ignition—more complete combustion and better results in general.

And the one-piece center electrode is 97% nickel-steel—which reduces the danger of carbon fouling.

The high grade porcelain has perfect chemical glaze unaffected by heat. High heat test ensures against spark troubles. And mark this—

M. & S. porcelain is *interchangeable.* One porcelain fits all plugs.

M. & S. Spark Plug No. 500 is Standard Equipment on Model No. 4 Overland

The Three-in-one Terminal is adapted to any style ignition wiring. Special Chevrolet model ball terminal. (M. & S. Spark Plug No. 500 is standard equipment on Model 4 Overland).

M. & S. plugs are Made-in-Canada by Canadian workmen.

Tip-top quality of both material and workmanship and the most exacting tests warrant our guarantee of complete satisfaction—or free repair or replacement.

Dealers! Order from your nearest Jobber or write direct for descriptive circular.

Made in Canada

M & S

The Plug with the Hotter SPARK

Machine & Stamping Co., Limited

Commercial Dept.—Russell Motor Car Co., Limited

1209 King Street West, Toronto, Ontario

Also Models No. 501, ⅞ inch Standard with "3 in 1" Terminal; No. 502, ⅞ inch long with "3 in 1" Terminal; No. 503, ⅞ inch with Chevrolet Ball Terminal; No. 506, ½ inch long with "3 in 1" Terminal; No. 504, Regular Porcelain with "3 in 1" Terminal and Gaskets; No. 505, Porcelain with Chevrolet Ball Terminal and Gaskets.

52

SE-MENT-OL

LIQUID

Dealers: This attractive steel display stand sells a lot of SE-MENT-OL. Handsomely lithographed in six colors. Given free to dealers who order two dozen cans of SE-MENT-OL.

Is it a Coincidence?

Investigation Shows Only Small Dealers Are "Duplicators"

Of seven hundred auto supply dealers selected because of their high financial rating, an investigation showed that nearly five hundred carried **only one brand of radiator repairer.** About one hundred and fifty carried two brands, and the remaining fifty three brands.

There is food for thought here, Mr. Dealer. A great majority of the most successful merchants in your line find that it does not pay to stock two or more makes of radiator cement. They have found that "duplication" means multiplied investment, insincere selling and a cumbersome stock of assorted-sized cans.

The typical SE-MENT-OL dealer, on the other hand, pushes this one brand only. He knows it is the standard and the original — knows that it is **guaranteed for the life of the car,** so he can back it to the limit. One size can (75c, Liquid or Powder) will repair any size cooling system. So his stock is convenient to handle and quick to turn over.

The good will he gains with SE-MENT-OL helps him sell the complete Norwesco line of "Chemically Correct" utilities (see some of the leaders listed below).

Think this over a moment—then write us for special dealer's proposition.

OTHER NORWESCO PRODUCTS

SKALEX, the Radiator Cleaner.
TOP DRESSINGS, LEATHER AND PANTASOTE, AND MOHAIR.
UTILITY BLACK, quick drying enamel.
VALVE GRINDING COMPOUND.
RIM AND GASKET SHELLAC.

The Northwestern Chemical Co.

2122 STATE ST., MARIETTA, OHIO, U.S.A.

Canadian Factory: Montreal

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

BY INVITATION MEMBER OF

NEW YORK U.S.A.

Leadership in the manufacture of tool equipment has been gained and maintained through adherence to principles of manufacture which insure to the user of Mossberg products the utmost in value and service.

Illustrated here are No. 4 Garage Set of Open-End Wrenches, with one opening of each wrench fitting U.S. Standard Bolts and the other opening of the same wrench fitting S.A.E. cap screws of the same dimensions; also solid handle All Steel Socket Wrenches, Speed Brace, and Offset; and K-9 Adjustable Wrench.

Mossberg No. 600 Salesmen of All Steel Tools for Fords, and No. H. Salesman which contains a large assortment of All Steel Indestructible Socket Wrenches with large variety of sizes and fittings.

Send for complete 1920 catalogue and price list.

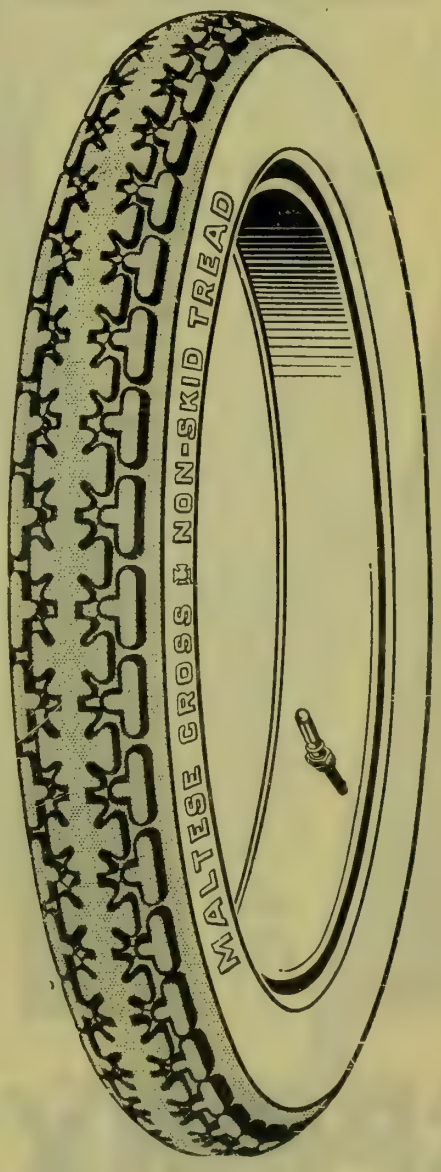
FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO, MASS. U. S. A.

The Best Goods Make the Best Customers

You don't have to "guess" Gutta Percha Tires will please your customers—you KNOW it. Motorists everywhere have learned of the stamina of "The Tires That Give Satisfaction" and expect dealers to supply them.



"Gutta Percha" Tires

Get your customers satisfied with Gutta Percha Tires and see how quickly they buy Gutta Percha Accessories, such as Patches, Tubes, etc.

Gutta Percha & Rubber, Limited

Head Offices and Factories, Toronto

Branches: **Halifax Montreal Ottawa Toronto Fort William Winnipeg Regina Saskatoon Edmonton Calgary Lethbridge Vancouver Victoria**

A to Z

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

England's Most Durable Plug

interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

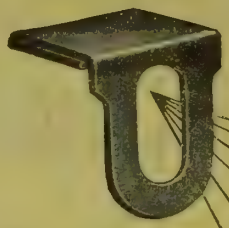
It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

Factory Representatives:
Associated British Industries (of Canada) Limited
Head Office: Ryrie Bldg. Toronto
Phone: Main 1239

Manufacturers:
Sphinx Mfg. Co.
Birmingham, England

'SPHINX'

England's most Durable Plug



STOPS THE SQUEAKS

Hold Tight Wedge Plates

OWNERS— Have your repair man put them on your car when you are having it overhauled.

DEALERS—Use them in your shop and save the owners the price of a new wedge.

JOBBERS— Place your orders NOW.

Retail price 10c each, or $1.50 per box of 20. Packed in neat counter display cartons containing 12 boxes.

Ren Automotive Supply Mfg. Co.
PRESTON ONT.

SLEDGES

No. 93

Press forged by slow process to preserve structure of steel—scientifically tempered—sand blasted. Thoroughly guaranteed tools for all classes of work.

THE WARREN TOOL & FORGE CO.
234 Griswold Street WARREN, OHIO

Give them

PHENIX QUALITY

in Storm Sash and Screen Hangers and Fasteners

Show your customers the line of Storm Window and Screen hardware that saves trouble and mishaps. Phenix Hangers and Fasteners are simplest, handiest, easiest applied, most efficient — that's why they sell best. New improvements put them in a class of their own. *Samples Free.*

Phenix Mfg. Co. 030 Centre Street Milwaukee, Wis.

PARTRIDGE TIRES

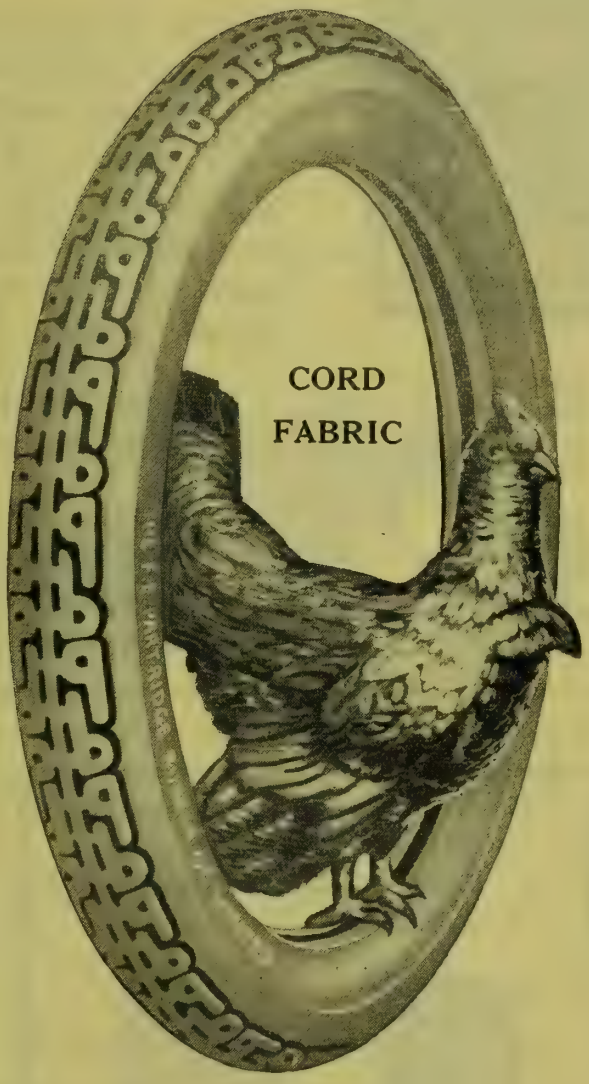
The tires you can sell without fear of a come back

EXPERIENCE welded to up-to-the-minute efficiency enables us to build tires which hold supremacy for durability, dependability and satisfactory service.

Knowing this, you, as a dealer, should be eager to sell Partridge Tires to your customers, for in this way you are building up for yourself a stable tire trade, which will soon result in a large volume of steady business.

When you sell Partridge Tires, you need never fear a "come-back"—for Partridge Tires satisfy every customer, by giving them more tire service than they expected to get from any tires.

We stand behind every tire we put out—so why not increase your business and your profits by selling Partridge Tires?



PARTRIDGE TIRES

"Game as their Name"

The F. E. Partridge Rubber Co., Limited

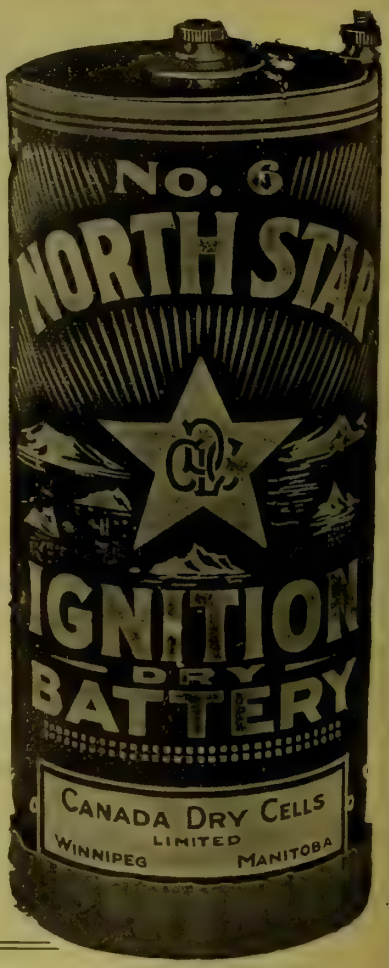
GUELPH, ONTARIO

East or West the North Star is the biggest battery value.

More Value To User and Dealer

North Star service reflects itself in actual sales. The dealer who handles the North Star is always assured of the customer's satisfaction. In addition to the satisfaction of honest service, he reaps a worth while reward in greater profits.

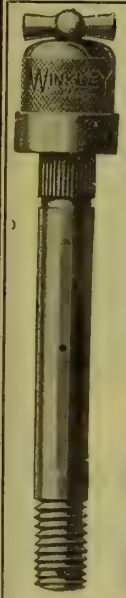
Let the North Star be your guide to bigger battery business.



Canada Dry Cells Limited

WINNIPEG, MANITOBA

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins



"Oil Cup"

"Ratchet"

"D"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

"Proven Best by Any Test"

COLT'S PATENT FIRE ARMS MFG. CO.
HARTFORD, CONN.

Manufacturers of

Colt's Revolvers
Colt's (Browning) Automatic Machine Guns
Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Rifles

A. MACFARLANE & CO., LIMITED, MONTREAL, P.Q.

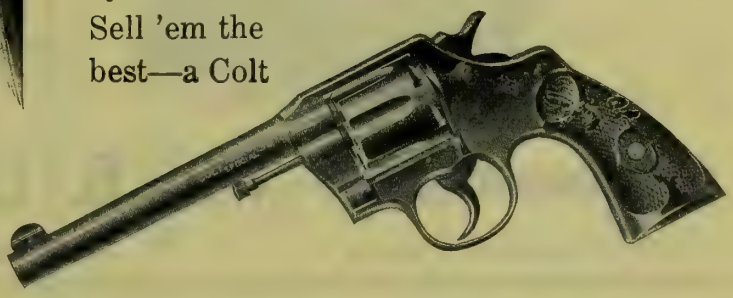
Best? Yes—!

For dependability, for safety, and for accuracy, there's nothing like a COLT.

First in war—as shown by the United States Government in adopting in 1911 as the regulation side-arm of the Army, Navy and Marine Corps the caliber .45 Colt Automatic Pistol.

First in peace—when highest honors were taken with caliber .45 Colt Automatic Pistols in open competition with the finest arms any expert chose to use at the National Shoot, including a new world's record made by A. P. Lane.

Sell 'em the best—a Colt



International Service

Automotive Accessories

Tools and Hardware — **Garage Equipment**
Bicycles and Tires — **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.

Quick complete shipments to Jobbers or Dealers.

Avoid expense and delay by combining orders to us for all your requirements.

To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.

Depend on us for shop equipment of power and hand tools.

Established in 1896, the B-R Co. service is based on 24 years experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

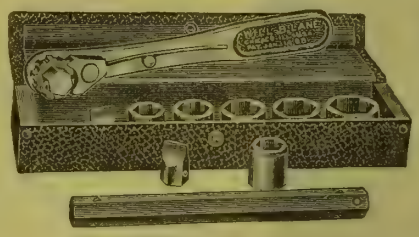
Branches:—New York, San Francisco, Detroit. Pittsburgh and Kansas City
Cable Address: "Beckley." Codes: A.B.C. 5th Edition and Western Union

Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.

SUPER-UNIQUE SET


FORD SET

STANDARD SET

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

A line that meets many requirements and presents unusual selling opportunities for the dealer.

OFF-SET RATCHET SCREW DRIVER

Manufactured by

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of Hardware and Metal are big buyers because they buy for business as well as for private consumption.

NORTHLAND SKI MANUFACTURING CO.

SKI, TOBOGGANS, SNOW SHOES and ACCESSORIES

Best Sellers *Liberal Profits* *None Better Made*

Wire in Rush Orders
Express or Freight

Prompt Service

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest manufacturersof Skis in the world

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

We Make a Specialty of

Special Steel Stampings

Send us your requirements and we will give you

Quotations

Homer & Wilson

Lancaster Street
Hamilton, Ont.

SELLS TO ALL MOTORISTS

A complete tube repairing outfit, Locktite Auto New-Matic Patcher permanently seals a rip or blow-out in a jiffy.

Are you in position to supply motorists with this new method of making a hard job easy.

A few of the Patchers displayed on your counter will sell themselves.

Write for our dealer proposition.

LOCKTITE PATCH CO.
Windsor, Ont.
American Plant, Detroit, Mich.

Sell this Safety Revolver on the *Self-Protection* Argument

SOMETIME in every man's life an emergency arises in which the need of a revolver is vital to safety—perhaps to life itself.

This fact makes a strong selling argument for Iver Johnson dealers. Use it and you will be surprised how easily revolver sales can be made.

And no one need hesitate in keeping an Iver Johnson in the home. Drop it, thump it, jolt it, or "Hammer the Hammer." That is another strong selling point for Iver Johnson dealers.

From every standpoint of safety, protection, and dependability the Iver Johnson is the logical revolver to use—therefore the obvious revolver to sell.

Stock the entire line—22, 32, 32 special and 38 calibers. Hammer and Hammerless models and Regular, Perfect Rubber, and Western Walnut grips.

Why not stock Iver Johnson shotguns, too? Then you can capitalize on the entire Iver Johnson line of firearms.

Write for firearms catalog and complete dealer information. Ask for literature on bicycles and motorcycles, too.

32 Caliber
Hammerless Regular Grip

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.
99 Chambers Street, New York 717 Market Street, San Francisco

"The Safe Revolver to Sell"

IVER JOHNSON
SAFETY— AUTOMATIC **REVOLVERS**

TANGLEFOOT

The Non-Poisonous Fly Destroyer

The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

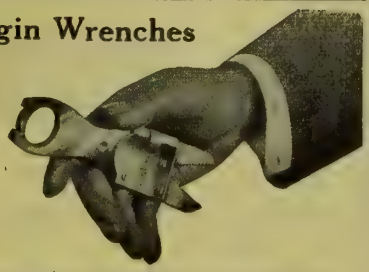
Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers

Toronto, Canada

Elgin Wrenches



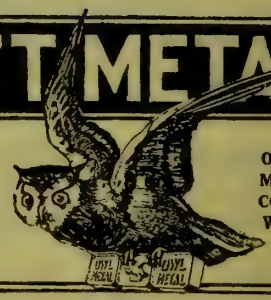
Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

OWL BABBITT METALS

Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.



OWL METAL COMPANY WINNIPEG

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.

THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.
Manufactured only by

THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

EXCELSIOR WIRE CO., LIMITED
VICTORIA SQUARE, MONTREAL

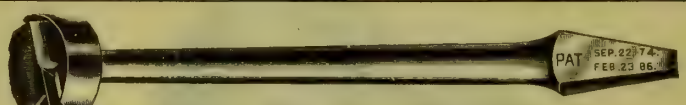
"TIP ON"

"FROST KING" WEATHER STRIP

BOOK NOW FOR NEXT SEASON

The people demand it now after trying others.

Practically all good buyers of hardware in Canada are readers of Hardware and Metal

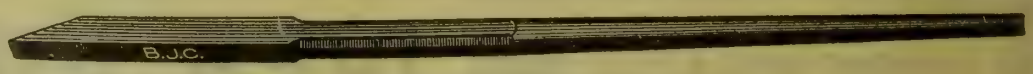


THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

WHITE LEAD and GENUINE LINSEED OIL and X'C'L' PUTTY
SOLD ON MERIT
N. B. Prichard's Paint Works
Sherbrooke, Que.

SMALL TURN BUCKLES

Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

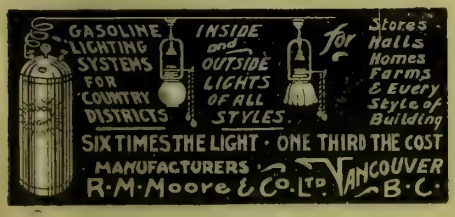
BATH ROOM FITTINGS
K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE
AUTO ACCESSORIES

Decalcomania Transfer
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

STOVE MICA
All sizes of Clear Mica in stock for immediate shipment
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

DOON TWINES, LIMITED
KITCHENER, ONT
Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.
MILLS AT DOON, and KITCHENER, ONT.

Swedish Steel Forging Co.
SWEDEN
RAZORS
Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal



To The Trade
Reed & Coombs (successors to Copp Stove Co.)
Empire Ave., Fort William, Ont.
Having taken over all the patterns of the Copp Stove Co. we are making all repairs for the stoves made by the Copp Co. Orders for the same will be filled promptly. General Foundry Jobbing and Nickle-plating.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS
We will be pleased to give you our estimate on your next order.
CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

TRANSFERS
FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

CROWLEY'S
ADSIGN Registered **RAINPROOF COLOR**
for use on Cotton or Mat Board
Manufactured by **C. R. Crowley** 667 St. Catherine W MONTREAL

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

"Monarch" & "Safe-Lock" Fencing,
We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.
Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

$1.00 Postpaid
MYERS WONDERFUL SPEEDY HAND STITCHER
Repair shop in itself, mends harness, shoes, auto tops, belts, etc.
Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 19"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.
TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory, return to us and we will refund your money. We also make the GREB RIM TOOL.
THE GREB CO., 218 State St., BOSTON

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES MARTIN WILCKES CO.
[illegible] WILLIAM ST. NEW YORK

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

London Address:
Finsbury Pavement House
Dingley Brothers Export Limited
Lindsay Bldg., Montreal
W. T. Evans, Can. Manager
Your Enquiries Promptly Answered

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — HARDWARE CLERK. APPLY stating experience, salary and age to C. F. Fawcett, Tweed, Ont.

MANUFACTURER AUTO ACCESSORIES REquires representative Ontario, also Quebec. Box 318, Hardware and Metal, Toronto.

WANTED — FIRST-CLASS SHEET IRON worker, one used to working 16 gauge up to 10 gauge sheet steel; capable of laying out any kind of work and taking charge of shop. State experience and age. A. E. Holmes & Bro. Co., Port Arthur, Ont.

WANTED — HARDWARE SALESMAN WITH window dressing experience, half time occupied in window dressing. Give age, salary and experience. Mills Hardware Co., Hamilton.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

TERRITORIAL MANAGER WANTED. WE make a big line of Sanitary Wire-grip Brushes, Dustless Mops and Dusters that are sold direct to the better class of homes by special salesmen who take the orders and later make deliveries and collections. We want a man who is financially able to carry a small stock to supply his salesmen and to such a man offer a good opportunity to build up a permanent, profitable business. Several good locations yet available in Canada. We shall also be pleased to hear from men who desire to sell a good line, as we now have several Canadian branches to supply specialty salesmen. Tell us all about yourself and we will send full details. North Ridge Brush Co., 247 Clark Ave., Freeport, Ill.

An Opportunity

THERE is an opening in the editorial department of HARDWARE AND METAL for a thoroughly trained hardwareman, who possesses initiative and executive ability. He must be a man who can develop into a forceful writer on business subjects pertaining to the hardware trade. This position offers splendid possibilities on the largest and fastest growing trade newspaper in Canada. HARDWARE AND METAL is one of the sixteen papers published by the MacLean Publishing Company. The successful applicant will be located at the Toronto office of the Company. Address all letters to MANAGER, HARDWARE AND METAL, 143 University Ave., Toronto, Canada.

HAVE YOU RECEIVED HARDWARE AND METAL STOCK ELECTRO CATALOG YET?

SITUATIONS WANTED

CAPABLE HARDWARE MAN WOULD LIKE to hear from manufacturer or wholesale hardware firm desiring traveller covering central and Eastern Ontario. Box 315, Hardware and Metal.

WANTED — TO REPRESENT, HARDWARE manufacturer, general or specialties for Alberta, British Columbia and possibly Saskatchewan. No line too large for experience, mainly on own behalf in retail and wholesale. Open after June first. Box 320, Hardware and Metal.

FIRST-CLASS HARDWARE SALESMAN, 27 years old, single, eight years' thorough experience, seeks position with progressive Western or Ontario firm. Box 313, Hardware and Metal.

ELEVEN YEARS VALUABLE EXPERIENCE, including management of my own hardware store is offered by single returned man, 31 years old, to manufacturer needing a traveller, buyer or manager, or useful man in other position than clerking. Box 303, Hardware and Metal.

COMMISSION AGENT CALLING ON THE mining and lumbering business in the Cobalt and Porcupine District wants a few good lines. A. Lalonde, Box 131, Timmins, Ont.

COMMERCIAL TRAVELLER WITH FOUR years' experience calling on the trade with woodenware is now open to handle same line for the Maritime Provinces and has good connection. Woodenware, c/o McLean Publishing Co., Ltd., Toronto.

HELP WANTED

WANTED

Jobbing agents calling on hardware dealers, machinery users, automobile trade and garages to handle first grade products of Canadian manufacturing Company. Applicants must be well established and able to carry stocks. Remuneration — commission on all sales in the territory covered. Replies should state full particulars as to area covered, etc.

Box 311, Hardware & Metal

FOR SALE

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixty years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

For Sale
Mild Steel Plates

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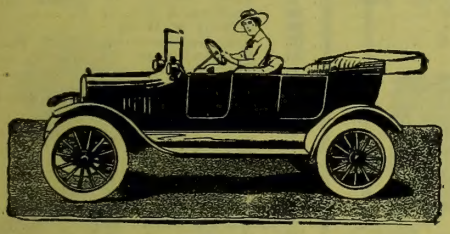
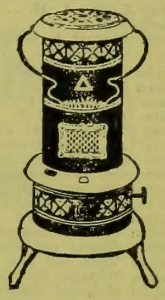


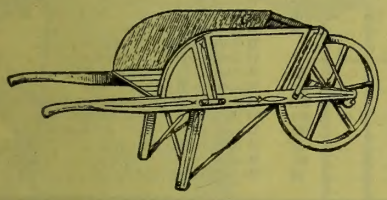
366

251

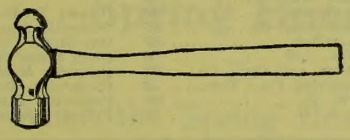
370



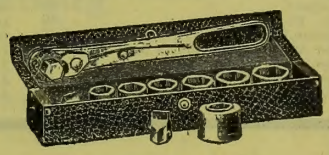
175



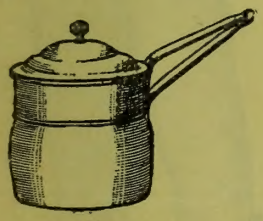
79



399

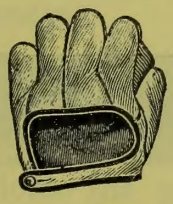


372

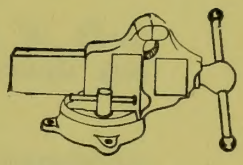


159

330



72



67

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INDEX TO ADVERTISERS

Acme Shear Co. 28
Acme Waste Manfacturing Co..... 182
Allen & Co., L. B. 168
Allway Oiler Mfg. Co., The..... 47
Aluminum Goods Manufaoturing Co. 6
American Enamel Products Co..... 44
American Pad and Textile Co..... 48
American Rolling Mill Co., The..... 13
Army and Navy Manufacturing Co... 182
Anthony & Sons, W. J..... 29
Ashdown Hardware Co., J. H..... 159
Atkins & Co., E. C..... 109

Banwell-Hoxie Wire Fence Co..... 128
Barnett Co., G. & H..... 153
Barrett Co., The 179
Barton Netting Co. 48
Bateman, Wilkinson Co., Ltd..... 186
Beatty Bros., Ltd. 149
Beckley-Ralston Co. 197
Bemis & Call Hdre. and Tool Co... 182
Berry Bros. 197
Brandram-Henderson, Ltd. 142-3
Brett Co., The 158
Boston Varnish Co. 139
Bissett & Webb, Ltd. 158
Boeckh Company, Ltd., The..... 135
Bridgeport Hardware Mfg. Co 47
British Aluminum Co. 49
Brown-Boggs Co. 111
British Smelting and Refining Co.... 185
Brown & Sharpe Manufacturing Co..
10—Back cover
Buffalo Specialty Co. 22
Burgess-Norton Manufacturing Co.... 33
Burrowes Manufacturing Co. 56
Butcher & Co., J. H..... 201
Butterfield & Co. 11
Burrow, Stewart & Milne 101
Butler, George & Co..... 49

Calandar Mfg. Co., John 158
Cameron & Campbell 200
Canada Decalcomania Co. 201
Canada Dry Cells, Ltd. 196
Canada Foundries and Forgings, Ltd 38
Canada Lamp and Stamping Co..... 196
Canada Metal Co. 145
Canada Steel Goods Co., Ltd.....112-113
Canadian Bee and Honey Supply Co. 46
Canadian General Electric Co., Ltd.. 39
Canadian Polishes, Ltd. 115
Canadian Wm. A. Rogers Co.....34-35
Canadian Shovel and Tool Co..... 119
Canadian Tube and Iron Co..... 55
Canadian Winkley Co., Ltd. 196
Canadian National Carbon Co. 177
Canadian John Wood Mfg. Co..... 182
Cane & Sons, William 46
Carhartt, Hamilton, Cotton Mill Co. 36
Cannon Oiler Co., successors to R. E. Bloomer 200
Caron Bros. 201
Carborundum Co. 24-25
Carter White Lead Co., Ltd..... 171
Caverhill, Learmont & Co..... 14
Chamberlain Desolvo Co. 59
Channell Chemical Co..Inside front cover
Chicago Flexible Shaft Co.....36-37
Chicago Spring Butt Co. 51
Christiansen Implements, Ltd. 149
Clayton & Lambert 183
Clemens Electrical Corp. 124
Cleveland Stone Co. 44
Climax Baler Co. 122
Coghlin, Ltd., B. J. 200
Collette Manufacturing Co. 51
Collins Manufacturing Co. 56
Colts Patent Firearms Co. 197
Crescent Co., The 48
Crane, Limited 182
Crowley, C. R. 201

Davidson Mfg. Co., The Thos..... 42
Department of Printing 184
Diamond Saw and Stamping Wks.... 201
Disston & Sons, Henry 28
Dominion Battery Co. 3
Dominion Belting Co. 121
Dominion Cartridge Co. 58
Dominion Metal Co. 201
Dominion Sheet Metal Corp .....
Front cover, 151
Doon Twines, Ltd. 201
Dorken Bros., Ltd. 50
Dowswell, Lees & Co. 120
Duluth Show Case Co. 161

Eddy Co., Ltd, The E B..... 8
Eureka Planter Co..... 45
Evans, W. T. 201
Excelsior Wire Co. 200

Faultless Caster Co. 23
Foster Pottery Co. 118
Frost King Weather Strip Co..... 200
Frost Steel and Wire Co., Ltd..... 130

Gendron Manufacturing Co..... 50
Gipe-Hazard Co., Ltd. 183
Glidden Co., The 164, 165
Goodell-Pratt Co. 19
Gooderham, E. G. 56
Graham Nail Works, The..... 173
Grasselli Chemical Co., Ltd., The... 55
Greb Co., The 201
Great West Electric Co. 161
Great Western Smelting and Refining Co., The 183
Greening Wire Co., B. 129
Guelph Spring and Axle Co..... 201
Gutta Percha and Rubber Co..... 193

Hamilton Cotton Co. 118
Hamilton Gas Mantle Co. 106
Hamilton Stamp and Stencil Works.. 122
Hamilton Stove and Heater Co..... 110
Hobbs Manufacturing Co., Ltd. 153
Homer & Wilson 199
Hoyt Metal Co. 30
Hurley Machinery Co. 42
Huther Bros. Saw Mfg Co..... 26
Hutton & Co., James 183
Imperial Bit and Snap Co..... 183
Imperial Oil, Limited 187
Ingersoll File Co., Ltd..... 50
Iver Johnson Arms and Cycle Co.... 199
Jacobs Manufacturing Co., The..... 32
James & Co., W. R..... 158
Jardine & Co., A. B..... 50
Jamieson & Co., R. C..... 169
Jennings Manufacturing Co., Russell. 201
Johns-Manville Co., H. W..... 16
Johnson & Sons, C. H..... 183
Kasement Skrene Dore Co..... 43
Kent, Garvin & Co..... 125
Kinzinger, Bruce & Co..... 201
Korn Razor Mfg. Co., Geo. W..... 50
Kribs Co., Ltd., Wm. A..... 41
Laidlaw Bale Tie Co. 128
Lamplough & Co., F. W..... 201
Lane Unique Wrench Co., Will B.... 198
Large-Pike Thermometer Co. 182
Landers, Frary & Clark 2
Leslie Tinware Co. 55
Lewis Bros., Ltd. 181
Locktite Patch Co. 199
London Gas Power Co., Ltd..... 32
London Rolling Mills Co. 173
Ludgate, Ryder & Thomas Co..... 51
Lufkin Rule Co. of Canada, Ltd..... 204
Mab Company, The 171
Machine and Stamping Co., Ltd..... 190
Martin Co., The L..... 53
McArthur & Co., Alex. 173
Marquette Manufacturing Co 188
Marble Arms & Mfg. Co. 149
McDougall & Co., R..... 53
Meakins & Sons 107
Merchants Hardware Specialties, Ltd. 158
Metal Shingle and Siding Co..... 31
Mica Company of Canada 201
Millers Falls Co. 9
Moore & Co., Ltd., Benjamin..... 133
Moore & Co., Ltd., R. M..... 201
Morrison Brass Mfg. Co., James..... 31
Mossberg Co., Frank 192
Motor Necessities Co. 158
Myers & Bros., F. E..... 173
Myers Co., C. A. 201

Nagle Manufacturing Co., H..... 51
National Spark Plug Co.....78, 79
National Electric Heating Co..... 18
National Stamping and Elec. Wks... 182
New Standard Hardware Co..... 40
Niagara Falls Metal and Stamping Works 52
Nicholson File Co. 27
Northern Electric Co. 4
Northern Bolt, Screw and Wire Co., Limited 52
Northwestern Chemical Co. 191
Northland Ski Co. 199
Nova Scotia Steel and Coal Co..... 173

Oakey & Sons, Ltd., John..... 183
Ontario Plate Glass Co. 128
Ontario Oil and Turpentine Co..... 175
O-Rib-O Manufacturing Co..... 158
Ottawa Paint Works, Ltd.....
Inside back cover
Ottawa Trading Co. 54
Otterville Manufacturing Co. 183
Owl Metal Co., Ltd..... 200
Owen Sound Wire Fence Co., Ltd... 201

Partridge Rubber Co., F. E..... 195
Parmenter, Bulloch & Co..... 52
Penberthy Injector Co. 167
Pilliod Lumber Co. 45
Phenix Manufacturing Co..... 194
Pink & Co., Thos. 54
Plymouth Cordage Co. 5
Prairie City Oil Co., Ltd..... 158
Progressive Manufacturing Co. 200
Pratt & Lambert, Inc..... 163

Ramsay & Son, A..... 141
Reed & Coombs 201
Reed & Co., George W..... 52
Ren Automotive Supply Mfg. Co..... 194
Rice Lewis & Son, Ltd..... 1
Rideau Specialty Co. 49
Rock Island Mfg. Co. 53
Rogers & Son, Henry 149
Samuels, J. 30
Sanderson Harold Co. 49
Sand Sons, J. 27
Satinette Products Mfg. Co. 29
Shaler Co., C. A. 189
Schulz Manufacturing Co., Ltd..... 102
Sheet Metal Products Co. of Canada, Limited 15
Shurly Co., T. F. 57
Simms & Co., T. S..... 171
Simmers Co., J. A. 40
Slater & Barnard 116
Speilman Agency 199
Sphinx Manufacturing Co. 194
Spramotor Co. 49
Stanley Rule and Level Co. 12
Stanley Works, The 137
Star Manufacturing Co. 200
Standard Paint and Varnish Co..... 147
Star Specialty Manufacturing Co..... 54
Starrett Co., L. S. 20
Steel Company of Canada 108, 127
Stephens & Co., G. F. 155
Stewart & Wood 145
Still Manufacturing Co., J. H..... 53
Stratford Brass Co. 44
Tanglefoot Co 200
Taylor-Forbes Co., Ltd. 26
Toronto Plate Glass Importing Co... 153
Trees & Co., Samuel 46
Trimont Manufacturing Co..... 47
Turner & Sons, J. J. 182
Union Iron and Metal Co..... 54
United States Sand Paper Co..... 55

Victor Saw Works, Ltd..... 100
Vol-Peek Manufacturing Co. 51

Ward & Payne, Ltd. 43
Wentworth Manufacturing Co. 118
Warren Tool and Forge Co..... 194
Wentworth Manufacturing Co..... 118
Western Clock Co. 17
White & Colquhoun 57
Whittall Can Co., Ltd., A. R..... 145
Wiebusch & Hilger 21
Wilkinson & Kompass 117
Wilckes-Martin-Wilckes 201
Wilkins Co., George H. 201
Western Hardware Co. 57
Wilt Twist Drill Co. of Canada, Ltd. 7
Wilson Auto Specialties Co..... 114
Wood, Alexander & James.....194-195
Wood-Vallance, Ltd. 157
Woods & Co., Walter 103
Wrought Washer Co. 67

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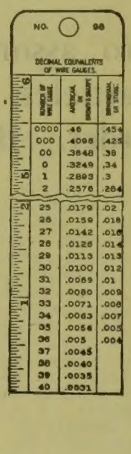

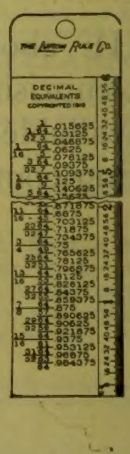

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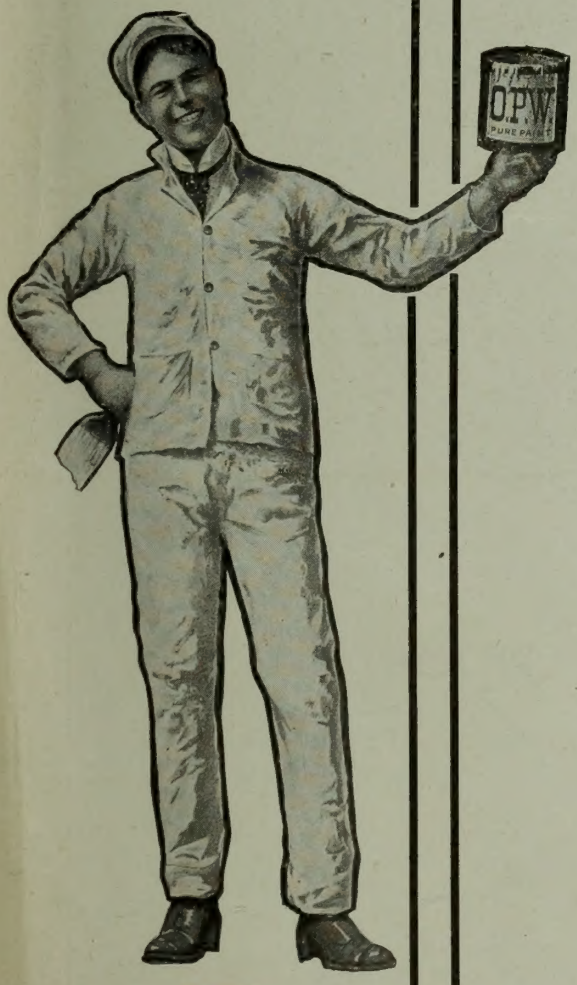

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